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# IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	92053854
Party	Plaintiff Serine-Cannonau Vineyard, Inc. dba Terry Hoage Vineyards
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Submission	Testimony For Plaintiff
Filer's Name	Kuscha Hatami
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Signature	/Kuscha Hatami/
Date	04/17/2015
Attachments	Rey 1-100.0pdf.pdf(3108603 bytes ) Rey 101-185.pdf(4768805 bytes )

#### IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 3,523,399

Mark: TH

Registration Date: October 28, 2008

SERINE-CANNONAU VINEYARD, INC., Cancellation No. 92053854 DBA TERRY HOAGE VINEYARDS,

Petitioner,

v.

VIÑA UNDURRAGA S.A.,

Registrant.

#### PETITIONER'S NOTICE OF FILING OF TRIAL TESTIMONY DEPOSITION **OF RACHEL DUMAS REY**

In accordance with 37 CFR § 2.125, Serine-Cannonau Vineyard, Inc., dba Terry Hoage Vineyards ("Petitioner"), by and through its counsel, hereby files a certified original copy, including accompanying exhibits 1 - 15, and the deponent's signature page, of the trial testimony deposition of Petitioner's witness, RACHEL DUMAS REY.

Respectfully submitted,

DONAHUE FITZGERALD, LLP

Dated: April 17, 2015 By: /s/ Anne Hiaring Hocking

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Attorneys for Petitioner

#### **CERTIFICATE OF SERVICE**

The undersigned hereby certifies that a true and correct copy of the following

#### PETITIONER'S NOTICE OF FILING OF TRIAL TESTIMONY DEPOSITION

**OF RACHEL DUMAS REY** was served on this \_\_\_\_\_day of April. 2015, by first class U.S. mail, postage prepaid on the following counsel for Registrant:

George W. Lewis Westerman Hattori Daniels & Adrian 1250 Connecticut Avenue NW, Suite 700

Washington, DC. 20036 Phone: 202-822-4548

Dated: + 1 1 , 2015

Signed

UNITED STATES PATENT AND TRADEMARK OFFICE

TRADEMARK TRIAL AND APPEAL BOARD

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**CERTIFIED ORIGINAL** 

In the Matter of Registration No. 3,523,399

Mark:

Registration Date: October 28, 2008

SERINE-CANNONAU VINEYARD, INC., dba TERRY HOAGE VINEYARDS,

Plaintiffs,

Cancellation No.

92053854

vs.

VIÑA UNDURRAGA, S.A.,

Defendants.

TELEPHONIC DEPOSITION OF RACHEL DUMAS REY

Wednesday, November 12, 2014
11:00 a.m.

101 Lucas Valley Road, Suite 300 San Rafael, CA 94903

REPORTED BY:

NOEL CARTER DEGNAN CSR No. 6921

1	APPEARANCES
2	
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1	Wednesday, November 12, 2014, 11:00 a.m.
2	RACHEL DUMAS REY,
3	having been first duly sworn, appeared in propria
4	persona, via telephone, and was examined and testified
5	as follows:
6	00
7	EXAMINATION
8	BY MS. HOCKING:
9	Q. Ms. Rey, may I call you Rachel?
10	A. Yes.
11	Q. Thank you.
12	I'm just going to make some preliminary remarks
13	about what we're doing here today. My name is Anne
14	Hiaring Hocking and I am the attorney for
15	Serine-Cannonau Vineyard, Inc., dba Terry Hoage
16	Vineyards, in cancellation number 92053854. We are
17	holding today the testimony deposition of Rachel Dumas
18	Rey.
19	I wanted to let you know, Rachel, that you
20	shouldn't have any documents with you, any points of
21	reference, except the exhibits that I've sent to you and
22	which I'll refer you to. You shouldn't consult with
23	anyone about your answers. Just simply answer to the
24	best of your ability.

Please understand that although this is a

25

1	deposition, in fact this is testimony as if you were in
2	a court of law. So you need to ensure that you
3	understand the questions. If you don't understand the
4	questions, just let me know. No problem at all.
5	If you need to get up to go to the bathroom or
6	get a cup of coffee or anything like that, please just
7	let me know. The important thing is for you to be
8	comfortable and clear in understanding the questions and
9	answering them to the best of your ability.
10	Is there any reason why you could not testify
11	truthfully today?
12	A. No.
13	Q. You haven't taken any drugs or you're not sick
14	or in any way impaired?
15	A. No.
16	MS. HOCKING: Let me get started. I want to
17	refer first to Exhibit 1.
18	(Exhibit No. 1 was marked.)
19	MS. HOCKING: Q. I'd like to ask you, Rachel,
20	if you'd tell me what Compli Compliance Services and
21	Software is, what your role with the company is and so
22	forth, please.
23	A. We are a firm that provides both consulting
24	services and outsourced compliance management for the
25	alcohol beverage industry and we also have proprietary

1	software that we use in our own business and we also
2	license to large beverage companies to manage compliance
3	inside their own companies.
4	Q. And what is your role with Compli?
5	A. I'm the founder and president of the company.
6	Q. When did you found Compli?
7	A. 1997.
8	Q. 1997?
9	A. Correct.
10	Q. Before you founded Compli, before 1997, did you
11	work in the compliance industry?
12	A. Not specifically in alcohol compliance. I
13	worked in import/export I worked with the Commerce
14	Department in the Export Administration. So we licensed
15	exports for U.S. industry trying to sell items that are
16	more of concern to proliferating countries. So a
17	different type of compliance.
18	Q. So can you tell me what alcoholic beverage
19	compliance means exactly?
20	MR. LEWIS: Excuse me. I object. Are you
21	introducing her as an expert witness?
22	MS. HOCKING: No. She's a fact witness.
23	MR. LEWIS: You just asked her okay. Unless
2 4	she's an expert witness, I'm objecting. Go ahead.
25	MS. HOCKING: Q. What does alcoholic beverage

compliance mean?

1.8

- A. The alcohol beverage industry is regulated at all levels, highly regulated. So there are federal regulations and licensing requirements and taxes that need to be paid at the federal level and then every state has its own regulations governing the sale, production and sale of alcohol. Compliance is basically the classical definition of doing business in the U.S. and each individual state and following the rules and making sure appropriate taxes are paid.
- Q. So in particular do you work with the wine business?
- A. Yes. We have several hundred customers and about 85 percent of our business is in the wine industry.
- Q. Who would be representative clients, for example, in the wine business?
- A. We work with some very large companies, some of the largest in the world. We work with companies like Delicado and then we work with medium-size businesses like Justin Winery, Treasury Wine Estates which is a large group of wineries. Sort of the whole spectrum from starting businesses to large companies.
- Q. And is Terry Hoage Vineyards one of your clients?

1	A. Yes.
2	Q. With respect to compliance for selling wine,
3	what are the processes that somebody needs to go through
4	in order to sell wine legally in the United States?
5	A. Well, they need to be licensed to either
6	produce
7	MR. LEWIS: Again, I'm objecting on the grounds
8	that I think you're introducing her as an expert
9	witness.
10	MS. HOCKING: Q. Please go ahead and answer.
11	A. Okay. So again a winery or wine wholesaler,
12	whoever is selling wine, needs to have some sort of a
13	federal basic permit and a license in the state that
14	they're operating in and all wines for sale have to have
15	federal label approval.
16	MS. HOCKING: Okay. Great. Thank you. I'd
17	like to turn to Exhibit 2, please.
18	(Exhibit No. 2 was marked.)
19	MS. HOCKING: Q. Actually, let me go back to
20	Exhibit 1. Can you identify what is in Exhibit 1,
21	please, Rachel?
22	A. Sure. Exhibit 1 is information about my staff.
23	Q. And does it also provide information about your
24	compliance services?
25	A. Well, the website itself does, yes.

1	Q. And is it your understanding that these are
2	printouts from your website?
3	A. Correct.
4	MR. LEWIS: I object. We're talking about
5	which exhibit now? Those answers don't relate to the
6	exhibit.
7	MS. HOCKING: Q. Rachel, the contents of
8	Exhibit 1, are those printouts from your website?
9	A. Yes.
10	Q. Thank you.
11	Exhibit Number 2, can you tell us what this is,
12	please, Rachel?
13	A. Yes. This is a document that we give to
14	prospective clients and other industry partners so they
15	know about us. It includes testimonials from clients
16	and industry professionals that we work with and gives
17	statistics about our company.
18	MS. HOCKING: Thank you. I'd like to turn your
19	attention to Exhibit 3.
20	(Exhibit No. 3 was marked.)
21	MS. HOCKING: Q. Can you tell me, please, what
22	Exhibit 3 is?
23	A. Yes. It is an certificate of label approval
24	for The Hedge, which is a product produced by Terry
2.5	Hoage Vineyards.

1	Q. Can you explain who Matthew Joseph and Amie
2	Terese Garretson are?
3	A. Yes. They used to own a winery and they did
4	some custom bottling for several of their small wine
5	companies, including Terry Hoage Vineyards.
6	Q. Can you explain what custom bottling is?
7	A. Sure. The Hoages held title to the wine, it
8	was their wine, and it was moved in bond to the
9	Garretsons' facility and they obtained label approval,
10	because the company that typically does the bottling
11	must obtain the label approval, and they obtained the
12	label approval on behalf of Terry Hoage Vineyards for
13	their account. So they had special permission to use
14	the name, the TH label and obtain label approval for the
15	Hoages.
16	Q. Thank you.
17	And Compli LLC is on this is Compli LLC on
18	this document?
19	A. Well, we obtained this COLA on behalf of the
20	Garretsons and the Hoages.
21	Q. Perfect.
22	A. I signed it.
23	Q. Perfect.
24	Can you explain what this term "brand name"
25	typically refers to in item five on the form?

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Yes. It typically refers to what someone would generally think of as the brand and then fanciful name would be other information describing the wine that would be nonmandatory information. Is the brand frequently referred to as the name of the company that's getting the COLA approval? Yeah. And it's often confusing, you know, what information actually is the brand when you look at a label, and so sometimes you'll see a label that has the company name as the brand and then the actual brand it was mistaken as the fanciful name. It's really not material when it comes to getting the label approval, which is really permission to bottle the wine, and also, you know, it covers information that has to be verified later like the appellation or the vintage, that sort of The bottler is making claims that must be verifiable later, and the bottler should never bottle without first obtaining this document. Can you tell me what is the mark, the mark that appears on the label which is reproduced on this COLA certificate? Α. TH. MS. HOCKING: Thank you. Turning now, please, to Exhibit 4.

(Exhibit No. 4 was marked.)

1	MS. HOCKING: Q. Can you look at Exhibit 4,
2	please, just by way of identification, these are COLA
3	label approvals all dated 2006. Did Compli prepare and
4	file these label approvals?
5	A. Yes.
6	Q. In 2006 who is the applicant?
7	A. The applicant is Serine-Cannonau Vineyard,
8	Inc., doing business as Hoage Vineyard and these
9	products were actually bottled by the applicant, the
10	Hoages.
11	Q. So is that why Serine-Cannonau Vineyard is on
12	this application, not the Garretsons?
13	A. Correct.
14	Q. And what's the brand name on these?
15	A. TH.
16	Q. And the fanciful name?
17	A. It varies. There are several here. There's
18	The 46, there's The Hedge, the number 34.
19	MR. LEWIS: Can we just clarify that this
20	exhibit has multiple COLAs on it?
21	MS. HOCKING: Yes. Exhibit 4 contains multiple
22	label approvals, all of which were in 2006. I have
23	MR. LEWIS: Can the witness testify to that?
24	MS. HOCKING: Fine. You asked me, George.
25	O. Rachel, could you identify what is in Exhibit

1	4, please?
2	A. Yes. There are multiple federal label
3	approvals for Serine-Cannonau's products all in 2006.
4	Q. And when you start on the first page, can you
5	tell the first of these, can you tell us what the
6	brand name is?
7	A. TH.
В	Q. And the second one?
9	A. TH.
10	Q. The third one?
11	A. TH.
12	Q. The fourth one?
13	A. Terry Hoage Vineyards.
14	Q. The fifth one?
15	A. Terry Hoage Vineyards.
16	Q. The sixth one?
17	A. Terry Hoage Vineyards.
18	Q. And the seventh one?
19	A. Terry Hoage Vineyards.
20	Q. Do you have an opinion about why the brand name
21	is TH in one and Terry Hoage Vineyards in the others?
22	A. Yes. The brand has always been TH to the best
23	of my knowledge.
24	MR. LEWIS: I object by the way. I object to
25	her giving her opinion on this.

1	THE WITNESS: We were instructed that the brand
2	name was TH and someone, one of my faculty completing
3	the application, just made a mistake in how they listed
4	the brand name.
5	MS. HOCKING: Q. But the brand as shown on the
6	label is what?
7	A. TH.
8	Q. And is that true for each of these label
9	approvals in 2006?
10	A. Yes.
11	MS. HOCKING: Thank you. I turn your attention
12	to Exhibit 5.
13	(Exhibit No. 5 was marked.)
14	MS. HOCKING: Q. Can you identify what this
15	is, please, Rachel?
16	A. More label approvals.
17	Q. What is the year that this one was issued?
18	A. 2007.
19	Q. And what's the brand name?
20	A. TH.
21	MS. HOCKING: Thank you. I'd like you to
22	please look at Exhibit 6.
23	(Exhibit No. 6 was marked.)
24	MS. HOCKING: Q. It consists of multiple label
25	approvals. Can you identify the year of these label

1	approvals, please, and who they are for?
2	A. 2008 and they are for Serine-Cannonau
3	Vineyards.
4	Q. And the brand name?
5	A. On the labels is TH. On the applications it is
6	Terry Hoage Vineyards.
7	Q. Is that true for each of these?
8	A. Yes.
9	MR. LEWIS: I'm sorry. Which exhibit are you
10	looking at?
11	MS. HOCKING: Exhibit 6.
12	MR. LEWIS: Okay. I'm sorry.
13	MS. HOCKING: Q. Listed in item six on each of
14	these, what is the brand name that's provided there?
15	A. Terry Hoage Vineyards.
16	Q. And what is the mark used on the labels?
17	A. TH.
18	MS. HOCKING: Thank you. I'd like you to
19	please review Exhibit 7.
20	(Exhibit No. 7 was marked.)
21	MS. HOCKING: Q. And tell us what Exhibit 7
22	is.
23	A. These are label approvals from 2009.
24	Q. And the brand name is?
25	A. On item six is Terry Hoage Vineyards.

1	Q. And the mark on the labels?
2	A. TH.
3	MS. HOCKING: Thank you. I'd like to turn your
4	attention to Exhibit 8.
5	(Exhibit No. 8 was marked.)
6	MS. HOCKING: Q. Can you identify what Exhibit
7	8 consists of?
8	A. 2010 label approvals for Serine-Cannonau.
9	Q. And the brand name in the 2010 label approvals?
10	A. Terry Hoage Vineyards.
11	Q. And the mark on the labels?
12	A. TH.
13	MS. HOCKING: Thank you. And Exhibit 9,
14	please.
15	(Exhibit No. 9 was marked.)
16	MS. HOCKING: Q. Turning your attention to
17	those, what is Exhibit 9?
18	A. 2011 label approvals for Terry Hoage Vineyards,
19	Serine-Cannonau.
20	Q. And the brand name is what?
21	A. TH.
22	Q. And the mark on the
23	A. The mark is TH.
2.4	Q. Just to be clear, the brand name in item six on
25	these applications is what?

1	A. Terry Hoage Vineyards.
2	Q. And the mark on the labels?
3	A. TH. I'm sorry. Somebody just walked in.
4	Q. Do you need to take a break?
5	A. No. I'm fine. Thanks.
6	MS. HOCKING: Okay. If I could please turn
7	your attention to Exhibit 10.
8	(Exhibit No. 10 was marked.)
9	MS. HOCKING: Q. If you could identify what is
10	in the documents in Exhibit 10?
11	A. Sorry. Just one second. Close my door here.
12	These are label approvals for 2012.
13	Q. And the applicant is?
14	A. The applicant is Serine-Cannonau Vineyards,
15	Inc.
16	Q. And the brand name in item six?
17	A. Terry Hoage Vineyards.
18	Q. And the mark on the front of the labels?
19	A. TH.
20	MS. HOCKING: Thank you. Turning your
21	attention to Exhibit 11.
22	(Exhibit No. 11 was marked.)
23	MS. HOCKING: Q. Could you identify the
24	documents in Exhibit 11, please?
25	A. These are label approvals from 2013 for

1	Serine-Cannonau.
2	Q. And the brand name in each of the applications?
3	A. Terry Hoage Vineyards.
4	Q. And the mark as it appears on the label is?
5	A. TH.
6	MR. LEWIS: I'm sorry. I didn't hear that.
7	THE WITNESS: TH.
В	MS. HOCKING: Turning your attention to Exhibit
9	12.
10	(Exhibit No. 12 was marked.)
11	MR. LEWIS: Excuse me. I'm looking at Exhibit
12	11. I'm seeing multiple applications again and I didn't
13	hear the answer. You asked what was the brand name I
14	believe and she gave an answer and then you asked what
15	was the mark and I didn't hear the answer to that.
16	MS. HOCKING: Q. All right. What is the mark
17	on each of the label approvals that are in exhibit
18	MR. LEWIS: I object because there's no
19	indication anywhere of a column for using the term mark.
20	MS. HOCKING: Q. Can you answer the question,
21	Rachel? The question is, what is the mark on the labels
22	themselves that are shown in Exhibit 11?
23	A. TH.
24	Q. Okay. Thank you.
25	Actually, I have a further question for you.

Item six asks the applicant to provide the brand name; 2 is that correct? 3 Α. Correct. 4 And does that brand name, however that is 5 filled out, does that necessarily appear on the wine 6 label? 7 It does, but it's often interchanged with the 8 bottler's statement when these applications are 9 completed. 1.0 So what is the bottler's statement? 11 It's a mandatory statement. The mandatory part 12 is bottled by which it says bottled by Terry Hoage 13 Vineyards, Paso Robles, California. The bottled by says 14 the name and the city and state of the mandatory pieces. 15 I think there's confusion. 16 My experience is there's confusion between 17 brand and bottler name when they differ, and because the 18 bottler name is the name that must be connected to a 19 federal basic permit in order to make that bottler's 20 statement, that's where confusion often occurs. 21 Where does the bottler's statement appear on a 22 bottle of wine? 23 Generally on the back label. Α. 24 And so it's on the back label. And is the 25 bottler's statement large enough for a consumer to see

1	when selecting a bottle of wine for purchase?	
2	A. Yes.	
3	Q. Is it on the back of the label?	
4	A. It's on the back.	
5	Q. So when a bottle of wine is on the shelf, is	
6	the back of the label presented to the consumer?	
7	A. No.	
8	Q. So the front of the label is presented to the	
9	consumer?	
10	A. Right.	
11	Q. And what is the mark on the front of the labe	ls
12	that are shown in Exhibit 11?	
13	A. TH.	
14	Q. Thank you.	
15	Exhibit 12, if you can identify these for us,	
16	please, Rachel.	
17	A. These are label approvals from 2014 for	
18	Serine-Cannonau Vineyards.	
19	Q. And the brand name is identified as?	
20	A. Terry Hoage Vineyards.	
21	Q. And the mark on the label is?	
22	A. TH.	
23	MR. LEWIS: I object. There's no reference i	n
24	the documents to the mark.	
25	MS. HOCKING: Noted.	

1	Q. And the mark on the label is?
2	A. TH.
3	MS. HOCKING: Thank you. Exhibit 13.
4	(Exhibit No. 13 was marked.)
5	MS. HOCKING: Q. Take a moment to look at
6	these if you would. Can you identify the contents of
7	Exhibit 13, Rachel?
8	A. Yes. These are photographs of bottles of TH
9	products, The Hedge.
10	MS. HOCKING: Thank you. Turning your
11	attention to Exhibit 14, please.
12	(Exhibit No. 14 was marked.)
13	MS. HOCKING: Q. Can you tell us what is in
14	Exhibit 14?
15	A. Yes. These are label approvals for Mendez &
16	Company which is an importer in Puerto Rico.
17	Q. And how did you find these or did you find
18	these?
19	A. I did.
20	Q. And what did you do what were you doing when
21	you found this particular label approval?
22	A. I did a search on the public COLA registry for
23	Terroir Hunter and Viña Undurraga and TH.
24	Q. And so what is in Exhibit 14 then?
25	A. Label approvals for an importer of Viña

1	Undurraga products.
2	Q. So this is not a bottler. This is an importer?
3	A. Correct.
4	Q. And what is the brand name on this?
5	A. Undurraga.
6	Q. And what is the fanciful name?
7	A. TH.
8	Q. And what is the date of label approval?
9	A. April 14, 2011.
10	Q. Do you have an opinion about whether or not
11	Undurraga wine could be sold in this country with
12	respect to a label approval?
13	MR. LEWIS: I object. It's far beyond the
14	competence of the witness in this matter. She hasn't
15	been qualified. We're not interested in her opinion.
16	MS. HOCKING: Noted.
17	Q. Rachel, is it your business to qualify wines
18	for sale in the United States?
19	A. Yes, it is.
20	Q. And is part of qualifying wines obtaining label
21	approvals?
22	A. That's correct. Imported products can't enter
23	the country without label approval.
24	Q. Is it true that this Undurraga TH product could
25	not be imported into the United States before the label

1	approval?
2	A. That's correct.
3	MR. LEWIS: I object.
4	MS. HOCKING: Q. Did you search the records of
5	the label approvals for dates prior to 2011?
6	A. I did.
7	Q. To the best of your knowledge based on your
8	experience obtaining label approvals and your own search
9	of label approvals, did you find any label approvals for
10	Undurraga TH wine prior to 2011?
11	MR. LEWIS: Object.
12	THE WITNESS: I did. The earliest that I found
13	was 2008.
14	MS. HOCKING: Q. And what was that label
15	approval for?
16	A. It was also a Mendez
17	MR. LEWIS: I object.
18	THE WITNESS: importer label.
19	MS. HOCKING: Q. And what was the go ahead.
20	A. It was for a TH Undurraga wine.
21	Q. Did you find any others?
22	A. There were several label approvals from this
23	particular importer between 2008 and 2011. I believe
24	there were 13 total.
25	Q. Did you find any earlier label approvals than

1	2008?
2	A. I did not.
3	MR. LEWIS: Object.
4	MS. HOCKING: Q. In your opinion, if there
5	were label approvals prior to 2008, would you have found
6	them?
7	MR. LEWIS: Object.
8	MS. HOCKING: Q. Go ahead.
9	A. Yes, I would have.
10	MS. HOCKING: Thank you. I'm turning your
11	attention now to Exhibit 15.
12	(Exhibit No. 15 was marked.)
13	MS. HOCKING: Q. Can you tell us what Exhibit
14	15 is, please?
15	A. Exhibit 15 is a screenshot from the Terroir
16	Hunter website.
17	Q. Did you search and find this image personally?
18	A. I did.
19	Q. What are the vintages are there vintages
20	described on this website?
21	A. Yes. 2009 vintages.
22	Q. What's the earliest vintage on the website on
23	Exhibit 15?
24	A. I'm sorry. The earliest vintage listed on this
25	website is 2007.

1	Q. Do you have an opinion about
2	MR. LEWIS: I object to the whole use of this
3	document for the purposes that are being made of it.
4	MS. HOCKING: Fine.
5	Q. When a vintage is identified as being from a
6	certain year, what does that mean in terms of when is
7	the vintage the same as when a wine is put on the
8	market?
9	A. No. A vintage is the year that the fruit is
10	harvested.
11	MR. LEWIS: I object to this testimony.
12	MS. HOCKING: Q. And then typically then when
13	would a particular vintage year's wine be put on the
14	market?
15	MR. LEWIS: Object.
16	THE WITNESS: It depends on the type of wine
17	and it depends on the region in the world where the wine
18	is coming from, but generally the following year or one
19	to two years later, sometimes longer.
20	MS. HOCKING: Q. Thank you.
21	What is the mark on the label shown on the
22	bottle of wine on Exhibit 15?
23	A. TH.
24	Q. What is the most prominent image on
25	MR. LEWIS: Object.

1	MS. HOCKING: Q. What is the most prominent
2	image on that label?
3	A. TH.
4	MR. LEWIS: I object.
5	MS. HOCKING: Thank you. I'm finished. If
6	you'd like to cross-examine, George.
7	EXAMINATION
8	BY MR. LEWIS:
9	Q. Could we take a look at Exhibit 1, please? I'm
10	sorry. I meant Exhibit 3. Are we looking at it? Is
11	that yes you have it?
12	A. Yes.
13	Q. On the label, the back label, who is identified
14	as the party bottling the wine?
15	A. That would be bottled by Hoage Vineyards, Paso
16	Robles, California.
17	Q. To the best of your knowledge, is that correct?
18	A. To my knowledge it was bottled by Garretsons
19	Wine Company for the account of Serine-Cannonau.
20	Q. Is that a correct statement?
21	A. Yes. The bottling statement is correct, but
22	there's more to it.
23	Q. Wasn't it your testimony that the parties
24	bottling the wine would be the parties filing the COLA?
25	A. They had permission to bottle using the Hoage

Vineyards name and they filed that trade name addition 1 2 with TTB as an addition to the Garretsons basic permit 3 for the account of Hoage Vineyards. So it is an 4 accurate statement. 5 Matthew Joseph and Amie Terese Garretson were 6 doing business as Hoage Vineyards; is that correct? 7 Α. For the account of Hoage Vineyards. 8 I'm reading from the document. It says doing 9 business as. 1.0 Well, there are other documents that support 11 this. 12 I'm not talking about other documents right 13 now. I'm talking about the application here. 14 application was made by this party we've identified 15 previously as the bottler and then they identify 16 themselves as doing business as Hoage Vineyards; 17 correct? 1.8 Correct. Α. 19 And the reason why they did that, wasn't it so 20 they could identify the bottler as Hoage Vineyards 21 because they said they were doing business as Hoage 22 Vineyards; is that correct? 23 Α. Correct. 24 Q. And wasn't that improper?

25

Α.

No.

1	Q. Was Terry Hoage Vineyards bottled there?	
2	A. No.	
3	Q. Who is Hoage Vineyards to the best of your	
4	knowledge?	
5	A. It was a trade name that was in use at the	
6	beginning of the Serine-Cannonau business.	
7	Q. By whom?	
8	A. By Terry and Jennifer Hoage.	
9	Q. Not Matthew Joseph and Amie Terese Garretson;	
10	correct?	
11	A. Correct.	
12	Q. I can go through each and every document, but	
13	I'll try and do this more simply.	
14	In any of the documents, in any of the COLAs	
15	that have been presented today, was the brand name	
16	identified as in item five, or whatever the	
17	corresponding paragraph was in each document, was the	
18	brand name identified as TH Vineyards?	
19	A. In some of them, yes.	
20	Q. Where exactly?	
21	A. Four.	
22	Q. Exhibit 4?	
23	A. Yes.	
24	Q. I'm suddenly having trouble with my here we	
25	go. Where does it say TH Vineyards in that document?	
	29	9

1	A. The TH under brand name.
2	Q. It says TH. I don't see Vineyards.
3	A. I'm sorry. No. No. It says TH.
4	Q. In any of the documents is the fanciful name
5	identified as TH Vineyards? I'm sorry. Did you answer
6	that?
7	A. No. Looking at them again just to verify that
8	I'm correct. No.
9	Q. In any documents is the applicant identified as
10	TH Vineyards?
11	A. No.
12	Q. In Exhibit 15, are you looking at that now?
13	A. Yes.
14	Q. Is that a the photograph of the bottle, did
15	you take that photograph?
16	A. No.
17	Q. Have you seen the original photograph? Can you
18	testify that this is the bottle that is actually in use
19	with this label?
20	A. I can testify that it is the label that matches
21	the approved COLA.
22	Q. Well, that wasn't the question. The question
23	is, do you know looking at this bottle in this
24	picture, do you know that that label is currently the
25	product? Do you know if that label was ever used?

1	A. I do not.
2	MR. LEWIS: Well, I think that's all my
3	questions.
4	MS. HOCKING: Thank you. I just have two
5	questions in redirect.
6	FURTHER EXAMINATION
7	BY MS. HOCKING:
8	Q. Rachel, turning your attention to Exhibit 4,
9	the applicant for the certificate of label approval is
10	whom?
11	A. Serine-Cannonau Vineyard, Inc.
12	Q. No. Excuse me. I'm looking at Exhibit 14.
13	A. I'm sorry. I thought you said four.
14	Q. I'm sorry.
15	A. Exhibit 14, the applicant is Mendez & Company
16	Incorporated.
17	Q. And the brand name is?
18	A. Undurraga.
19	Q. Can you explain how Mendez & Co could claim a
20	brand name for Undurraga if you know?
21	MR. LEWIS: Objection.
22	MS. HOCKING: Q. If you know.
23	A. The label says Undurraga on the actual label
24	image and the producer is Undurraga. So I can see why
25	they would list Undurrage as the brand name was

1	Q. And the fanciful name is?
2	A. TH.
3	Q. Thank you.
4	Turning your attention to Exhibit 15, again
5	could you tell us what Exhibit 15 consists of?
6	A. Exhibit 15 is a screenshot from the Terroir
7	Hunter website and it includes images of a labeled
8	bottle of Terroir Hunter wine.
9	Q. In your experience do the websites for wines
10	display wines that are for sale?
11	MR. LEWIS: Objection.
12	MS. HOCKING: Q. Go ahead.
13	A. Yes.
14	Q. And viewing Exhibit 15, is it your
15	understanding that this website is promoting TH wines?
16	A. Yes.
17	MR. LEWIS: Objection.
18	MS. HOCKING: Okay. I think that's it.
19	MR. LEWIS: I have further questions.
20	FURTHER EXAMINATION
21	BY MR. LEWIS:
22	Q. Can we look at Exhibit 14, please? Did you
23	file this document?
24	A. No.
25	Q. Did you have any knowledge of underlying facts
	22

1	surrounding the filing of this document?
2	A. No.
3	Q. Were you the consultant involved in filing this
4	document?
5	A. No.
6	Q. Does the label appear in the documents that you
7	have? The documents that I was provided doesn't have
8	the image.
9	A. The exhibit does not include the image.
10	Q. Okay. Can you say with any certainty that this
11	document necessarily relates to a wine produced by the
12	registrant in this action?
13	A. I don't understand your question. Can you ask
14	it again?
15	Q. I'm asking if whether or not you know based
16	upon your review of this document that this is a COLA
17	application for wine that is produced by the registrants
18	in this case.
19	A. The registrants being Viña Undurraga or Mendez
20	& Company?
21	Q. Viña Undurraga is the registrant.
22	A. Do I have knowledge that this COLA relates to
23	their products?
2.4	Q. Yes.

25

A. Yes, I do.

1	Q. How do you have that knowledge?
2	A. Because I viewed the label image when I viewed
3	this application.
4	Q. But that's not in the record here; correct?
5	A. Correct.
6	Q. Do you know what the relationship is between
7	Mendez & Company, if any, and the registrant?
8	A. In order for the registrant to
9	Q. I'm asking you do you know?
10	A. Can you ask it again, please?
11	Q. Do you know what is the relationship between
12	Mendez & Company, the applicant in this COLA, and the
13	registrant?
14	A. Mendez & Company has registered as an importer
15	of this product.
16	Q. That you can determine from looking at this
17	document?
18	A. Yes.
19	MR. LEWIS: I have no further questions.
20	MS. HOCKING: Thank you. Rachel, you've been
21	very patient. We really appreciate your time today.
22	Thank you for your time.
23	MR. LEWIS: Okay. We're adjourned?
24	MS. HOCKING: We're adjourned.
25	George, one more thing. Can I have your

```
agreement that Ms. Rey can sign her testimony outside of
 2
     a notary public, without a notary public notarization?
 3
             MR. LEWIS: That's fine.
 4
             MS. HOCKING: Thank you.
 5
             THE REPORTER: Counsel, would you like to order
 6
     a copy of the transcript?
 7
             MR. LEWIS: Yes.
 8
             (Proceedings adjourned at 11:49 a.m.)
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## DECLARATION UNDER PENALTY OF PERJURY I, RACHEL DUMAS REY, do hereby certify under penalty of perjury that I have read the foregoing transcript of my deposition taken on November 12, 2014; that I have made such corrections as appear noted on the Deposition Errata Page, attached hereto, signed by me; that my testimony as contained herein, as corrected, is true and correct. day of Lanuary, 2015, , California. RACHEL DUMAS REY

1	DEPOSITION ERRATA SHEE	T	
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24	RACHEL DUMAS REY	DATED	
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1	DECLARATION UNDER PENALTY OF PERJURY
2	
3	I, RACHEL DUMAS REY, do hereby certify under
4	penalty of perjury that I have read the foregoing
5	transcript of my deposition taken on November 12, 2014;
6	that I have made such corrections as appear noted on the
7	Deposition Errata Page, attached hereto, signed by me;
8	that my testimony as contained herein, as corrected, is
9	true and correct.
10	
11	Dated on the, 2014,
12	at, California.
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17	RACHEL DUMAS REY
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24	RACHEL DUMAS REY DATED	
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1	STATE OF CALIFORNIA
2	COUNTY OF MARIN
3	
4	I, NOEL CARTER DEGNAN, CSR 6921, a Certified
5	Shorthand Reporter, do hereby certify:
6	That prior to being examined, the witness in
7	the foregoing proceedings was by me duly sworn to
8	testify to the truth, the whole truth, and nothing but
9	the truth;
10	That said proceedings were taken before me at
11	the time and place therein set forth and were taken down
12	by me in shorthand and thereafter transcribed into
13	typewriting under my direction and supervision;
14	I further certify that I am neither counsel
15	for, nor related to, any party to said proceedings, nor
16	in any way interested in the outcome thereof.
17	In witness whereof, I have hereunto subscribed
18	my name.
19	
20	Dated: November 13, 2014
21	
22	- lalla
23	NOEL CARTER DEGNAN
24	CSR No. 6921

25

1	U.S. LEGAL SUPPORT, Inc. 44 Montgomery Street, Suite 550 NOV 13 2014
2	44 Montgomery Street, Suite 550 NUV 13 2014 San Francisco, CA 94104
3	415-362-4346
4	
5	TO: RACHEL DUMAS REY 8834 Morro Road
6	Atascadero, CA 93422
7	RE: Serine-Cannonau Vineyard v. Viña Undurraga
8	DATE OF DEPOSITION: November 12, 2014
9	Dear Ms. Rey:
10	The original transcript of your deposition taken in the above matter is available at this office for your
11	review. If it is more convenient, you may read an attorney's copy.
12	In the event you have not read, corrected and signed
13	your deposition within the thirty (30) days of receipt of this letter, it may be used with the full force and effect as though it had been read, corrected and signed.
15 16	If you have any questions regarding this matter, please contact this office.
17	Sincerely,
18	
19	
20	U.S. LEGAL SUPPORT
21	PRODUCTION DEPARTMENT
22	cc: ALL COUNSEL PRESENT
23	THE DEPONENT
24	Original: Original transcript
25	

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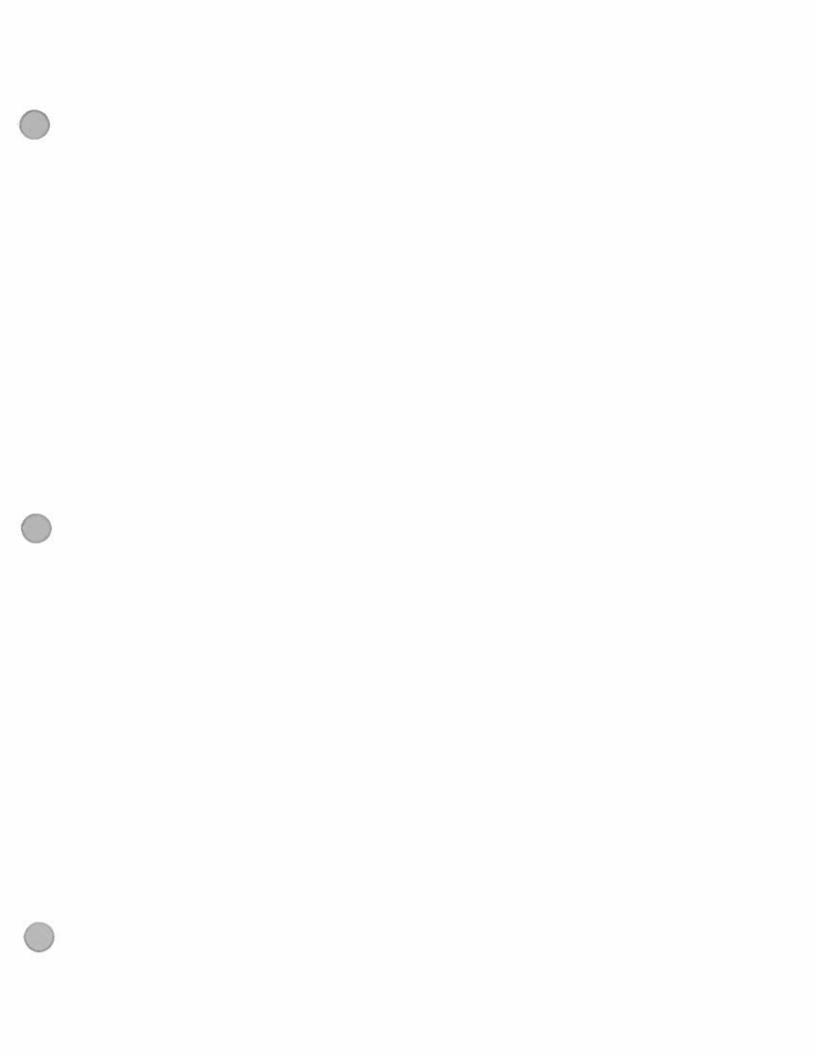
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2006 3:17 13:3,6,22 14:3 15:9 2007 3:19 15:18 25:25 2008 1:5 3:21 16:2 24:13 24:23 25:1,5 2009 3:23 16:23 25:21 2010 3:25 17:8,9 2011 4:5 17:18 23:9 24:5 24:10,23 2012 4:7 18:12 2013 4:9,11 18:25 2014 1:17 4:11 5:1 21:17 36:5,11 38:20 39:8 202 2:11 22 4:12,13 25 4:15 27 3:4 28 1:5
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2006 3:17 13:3,6,22 14:3 15:9 2007 3:19 15:18 25:25 2008 1:5 3:21 16:2 24:13 24:23 25:1,5 2009 3:23 16:23 25:21 2010 3:25 17:8,9 2011 4:5 17:18 23:9 24:5 24:10,23 2012 4:7 18:12 2013 4:9,11 18:25 2014 1:17 4:11 5:1 21:17 36:5,11 38:20 39:8 202 2:11 22 4:12,13 25 4:15 27 3:4 28 1:5 3 3 3:14 10:19,20,22 27:10 3,523,399 1:4 30 39:13 300 1:19 2:5
2006 3:17 13:3,6,22 14:3 15:9 2007 3:19 15:18 25:25 2008 1:5 3:21 16:2 24:13 24:23 25:1,5 2009 3:23 16:23 25:21 2010 3:25 17:8,9 2011 4:5 17:18 23:9 24:5 24:10,23 2012 4:7 18:12 2013 4:9,11 18:25 2014 1:17 4:11 5:1 21:17 36:5,11 38:20 39:8 202 2:11 22 4:12,13 25 4:15 27 3:4 28 1:5 3 3:14 10:19,20,22 27:10 3,523,399 1:4 30 39:13

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#### YOU DIDN'T GET INTO THIS BUSINESS TO DEAL WITH RED TAPE, WE DID!

#### **OUR STAFF**

#### Management



Rachel Dumas Rev President rachel@compli-beverage.com View Bia »



Kristin Carlton Vice President of Client Services kristin@compli-beverage.com View Bio »

About

Our Staff

Performance Stats

## CONSULTATION **DEMO**

The benefit to working with Compli is that you maintain control of your compliance administration without having to do the work. Compli's professional staff and online tools

provide the highest quality service and up to the minute compliance data. The end result is less risk and



Michael Meluskey Chief Operating Officer & michael@compli-beverage.com

Chief Financial Officer View Bio >

Account Services - Monthly Services



Debbie Gibson Reporting Specialist debbie@compli-beverage\_com



Sarah Cogan Senior Licensing Project Specialist







Sue Holbrook Senior Project Specialist sue@compli-beverage.com View Bio »



Lindsay Leigan **Director of Account Services** lindsay@compli-beverage.com



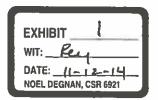
Corinne Harrison

Jean Syadlenka Account Manager jean@compli-beverage.com



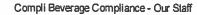
Kristi Abatti Account Manager





Account Manager

http://www.compli-beverage.com/about/our-staff.php





corinne@compli-beverage.com



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#### Accounting and Administration



Katelyn Eitel

Executive & Administrative

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Jeannett Schales
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Sandy James
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Support Manager
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View Bio »



Sarah Wyke
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Our 2012 Making Strides Team for the American Cancer Society's Breast Cancer walk



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**RESOURCES** 

**ABOUT** 

#### YOU DIDN'T GET INTO THIS BUSINESS TO DEAL WITH RED TAPE, WE DID!

#### ECOMPLI™ BEVERAGE COMPLIANCE SOFTWARE

eCompli is a web-based compliance software application designed to streamline compliance jobs and automate tasks for your in-house compliance department.

# CONSULTATION DEMO

#### Compliance management

- Quickly create and track new compliance jobs, including licenses for wholesale, direct ship and direct to trade.
- Integrate point-of-sale to automate reporting.
- · Monitor distributor appointments, prices, filing dates and approval codes.
- · Access online data and new jobs anytime.

#### Automatically generate

- New licenses and license renewals.
- · Product registration forms with instruction checklists.
- Monthly shipment reports, state agency sales and excise tax reports.
- Duplicate invoices from imported sales data.

# The benefit to working with Compli is that you maintain control of your compliance administration without having to do the work. Compli's professional staff and online tools provide the highest quality service and up to the minute compliance data. The end result is less risk and greater value.

Dave Dillwood CPA, Dillwood, Burkel & Sully, LLP

#### Built-in features include

- · License, product renewal and state agency reminders and deadlines.
- · Set deadlines and track progress toward completion.
- Easily query product registrations and distributor appointments by state.
- Export product registrations and distributor appointments.

#### Organizes and stores all compliance data including

- License numbers, expiration dates, distributor information, product codes and registration status.
- PDF files of licenses, monthly reports, invoices, labels and COLA's.
- Submit salesperson licenses, product registrations, vintage changes and price changes.

#### Always updated, always secure

- Seamless flow of data into eCompli enables automated reporting and real-time compliance checks.
- Data housed on private servers, collocated and professionally managed by an ISP.
- Professional network monitored 24/7/365.
- All data is replicated across multiple servers as well as backed up off-site.
- Multiple servers allow 'fail-over' in case of system failure or disaster.

#### Web services

- · Allows compliance checking in real time.
- Buyer age verification.
- Sales tax rate information.
- Address verification.

Compliance reporting can be integrated directly with 3rd party systems.

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**ABOUT** 

#### YOU DIDN'T GET INTO THIS BUSINESS TO DEAL WITH RED TAPE, WE DID!

#### RESOURCES FOR WINE AND BEVERAGE COMPLIANCE

#### Compliance Basics

Go to this page for explanations of terms in the wine and beverage compliance industry. Also, descriptions, definitions, and much more.

More »

#### State Licensing Requirements

These pages provide a list of state licensing requirements and fees for wine, malt beverages, and distilled spirits.

- Distilled Spirits Wholesale »
- Malt Beverages Wholesale »
- Wine Direct Ship »
- Wine Self-Distribution »
- Wine Wholesale »

#### Resources

Compliance Basics

Distilled Spirits - Wholesale

Malt Beverages - Wholesale

Wine - Direct Ship

Wine - Self-Distribution

Wine - Wholesale

Latest News

#### Latest News

Here, you will find recent compliance news articles and press releases.

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# CONSULTATION DEMO

eCompli allows us to manage all of our compliance in-house. We feel reassured knowing that nothing falls through the cracks.

> Rich Hanen Middleton Family Wines

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#### YOU DIDN'T GET INTO THIS BUSINESS TO DEAL WITH RED TAPE. WE DID!

	WINE -	WHOLESALE					Resources
							Compliance Basics
	State	License Required	Fee (If Any)	State	License Required	Fee (If Any)	Distilled Spirits - Wholesale
	AL	Yes	\$550	MT	Yes	\$25 - \$400	Malt Beverages - Wholesale
	AK	No		NE	Yes	\$1,000	Wine - Direct Ship
	AZ AR	Yes	\$95-\$170 \$50	NY	Yes Yes	\$50 \$200	Wine - Self-Distribution Wine - Wholesale
		Yes				\$200	Latest News
	CA	Yes	\$69 - \$423	NJ	No		
	СО	Yes	\$1,325	NM	Yes	\$300 - \$3,500	
	CT	Yes	\$415 - \$1,350	NY	No		CONSCIUENTION
)	DE	Yes	\$100 - \$2,030	NC	Yes	\$100	CONSULTATION DEMO
	DC	No		ND	Yes		2
	FL.	No		ОН	Yes	\$100 - \$400	
	GÅ	Yes	\$100 - \$1,100	ОК	No		Compli helps us navigate through
	н	Yes		OR	Yes	\$175	the complex issues facing our industry.
	ID	No		PA	Yes	\$965	Jaisen Freeman Phusion Projects, LLC
	IL	Yes	\$90 - \$270	RI	No		
	IN	Yes		SC	Yes	\$400	
	IA	Yes	\$100	SD	No		
	KS	Yes	\$25	TN	Yes	\$150 - \$250	
	KY	Yes	\$10 - \$3100	TX	Yes	\$676	
	ĽΑ	Yes	\$200 - \$1,000	UT	No		
	ME	Yes	\$100 - \$1,000	VT	Yes	\$900	
	MD	Yes	\$200	VA	Yes	\$420	
)	MA	Yes	\$200 - \$500	WA	Yes	\$224 - \$424	

\$150

\$300

W

Yes

M

Yes

11/3/2014				Compli Beverage Compliance - Wine - Wholesale			
	MN	Yes	\$462	WI	Yes	\$520	
	Ms	Yes		WY	No		
	МО	V	¢100				

As of March, 2014

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#### YOU DIDN'T GET INTO THIS BUSINESS TO DEAL WITH RED TAPE. WE DID!

#### WINE - SELF-DISTRIBUTION

State	License Required	Fee (If Any)	State	License Required	Fee (If Any)
AL	No		МТ	Yes	\$400
AK	No		NE	No	
AZ	Yes		MA	No	
AR	Yes	\$300	NH	Yes	
CA	No		NJ	Yes	
со	No		NM	No	
ст	Yes	\$415	NY	No	
DE	No		NC	No	
DC	No		ND	No	
FL	No		ОН	Yes	\$25
GA	No		ОК	No	
Н	No		OR	Yes	\$100
ID	No		PA	No	
IL	Yes	\$150	RI	No	
IN	No		SC	No	
IA	No		SD	No	
KS	No		TN	No	
KY	No		ΤX	No	
<b>LA</b>	No		UT	No	
ME	No		Vī	Yes	\$230
MD	Yes	\$50	VA	No	
MA	Yes		WA	Yes	\$100
MI	No		wv	No	

#### Resources

Compliance Basics

Distilled Spirits - Wholesale

Malt Beverages - Wholesale

Wine - Direct Ship

Wine - Self-Distribution

Wine - Wholesale

Latest News

# CONSULTATION DEMO

Compli's expertise in compliance has helped several of our clients and participants in our CEO Roundtable save time and dollars while growing their businesses, as well as to facilitate smooth transitions by accelerating time to money for clients during merger and acquisitions. I would recommend Compli to anyone.

Deborah Steinthal Managing Director, Scion Advisors LLC

1	1/3/2014		Compli Bev	erage Compliance - Wine -	Self-Distribution
	WN	No	Wi	No	
	MS	No	WY	Yes	\$50
	MO	No			

As of December, 2013

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WINE	-	DIRECT	SHIP

State	License Required	Fee (If Any)	State	License Required	Fee (If Any)
AL	No		MT	Yes	\$50
AK	No		NE	Yes	\$500
AZ	Yes	\$120 - \$350	NV	Yes	\$50
AR	Yes	\$25	NH	Yes	\$100 - \$500
CA	Yes	\$10	NJ	Yes	\$63 - \$930
СО	Yes	\$50	NM	Yes	\$50
СТ	Yes	\$415	NY	Yes	\$375
DE	No		NC	Yes	
DC	No		ND	Yes	\$50
FL	No		ОН	Yes	\$125
GA	Yes	\$50	OK	No	
Н	Yes	\$48 - \$120	OR	Yes	\$50
ĮD.	Yes	\$50	PA	Yes	
IL	Yes	\$150	RJ	No	
IN	Yes	\$100	sc	Yes	\$600
<b>LA</b>	Yes	\$25	SD	No	
KS	Yes	\$150	TN	Yes	\$450
KY	Yes	\$110	TX	Yes	\$526
<b>LA</b>	Yes	\$150 - \$1,500	υτ	No	
ME	Yes	\$300	VT	Yes	\$300
MD	Yes	\$200	VA	Yes	\$160
MA	Yes	\$100	WA	Yes	\$224
4					
MI	Yes	\$100	WV	Yes	\$150 - \$250

#### Resources

Compliance Basics

Distilled Spirits - Wholesale

Malt Beverages - Wholesale

Wine - Direct Ship

Wine - Self-Distribution

Wine - Wholesale

Latest News

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eCompli allows us to manage all of our compliance in-house. We feel reassured knowing that nothing falls through the cracks.

> Rich Hanen Middleton Family Wines

11/3/2014		Wine Direct Shipping Licensing and Out-of-State Wine Requirements			
	WM	No	WI	Yes	\$220
	MS	No	WY	Yes	\$50
	МО	Vot			

As of February, 2014

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#### MALT BEVERAGES - WHOLESALE

	State	License Required	Fee (If Any)	State	License Required	Fee (If Any)
	AL	Yes	\$550	MT	Yes	\$600
	AK	No		NE	Yes	\$1,000
	AZ	Yes	\$350	NV	Yes	\$50
	AR	No		NH	Yes	\$100
	CA	Yes	\$71	NJ	No	
	со	Yes	\$1,375	NM	Yes	\$300 - \$3,700
	СТ	Yes	\$1,350	NY	No	
	DE	Yes	\$140 - \$2,040	NC	Yes	\$100
	DC	No		ND	Yes	
	FL	No		ОН	Yes	\$400
	GA	Yes	\$100 - \$1,100	OK	No	
	Н	No		OR	Yes	\$175
	ID	No		PA	Yes	\$985
	IL	Yes	\$90-\$270	RI	No	
	IN	Yes		SC	Yes	\$400
	IA	Yes	\$500	SD	No	
	KS	Yes	\$25 - \$1,500	TN	Yes	\$150 - \$250
	KY	Yes	\$250	TX	Yes	\$676 - \$4,052
	<b>LA</b>	Yes	\$1,000	UT	No	\$375
	ME	Yes	\$1,000	VT	Yes	\$2,275
	MD	Yes	\$200	VA	Yes	\$435
V	MA	Yes	\$200 - \$500	WA	Yes	\$224 - \$424
	MI	Yes	\$1,000	wv	Yes	\$1,500

#### Resources

Compliance Basics

Distilled Spirits - Wholesale

Malt Beverages - Wholesale

Wine - Direct Ship

Wine - Self-Distribution

Wine - Wholesale

Latest News

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Dave Dillwood CPA, Dillwood, Burkel & Sully, LLP

11/3/2014		Beer Compliance and Malt Beverage Compliance Services				
	MN	Yes	\$1,750	WI	Yes	\$20
	MS	Yes	\$5	WY	No	
	МО	Yes	\$50			

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#### **LATEST NEWS**

LA PRODUCT REGISTRATION FEE CHANGE

October 21, 2014

RATES INCREASE \$20.00 TO \$27.00...

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FDA 2014 FOOD FACILITY BIENNIAL REGISTRATION RENEWAL

October 6, 2014

FDA REGISTRATION RENEWAL BEGINS 1 OCTOBER, 2014...

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TTB EXPANDS LIST OF ALLOWABLE REVISIONS

October 1, 2014

The list of allowable revisions just got longer...

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**FUND THE TTB!** 

September 30, 2014

\$101 million funding request hits the Senate Appropriations Committee....

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TWO THINGS YOU CAN'T AVOID: DEATH & TAXES

September 30, 2014

Failure to pay Federal excise taxes is a crime punishable by law with significant fines and prison time...

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BUSINESS AFFECTED BY AUGUST 24TH NORTHERN CALIFORNIA EARTHQUAKE

August 26, 2014

TTB recognizes the devastation caused by the recent Northern California earthquake.

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Wine Tasting at California Farmers Markets

July 14, 2014

Instructional tastings now allowed at California farmers markets.....

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Resources

**Compliance Basics** 

Distilled Spirits - Wholesale

Malt Beverages - Wholesale

Wine - Direct Ship

Wine - Self-Distribution

Wine - Wholesale

Latest News

CONSULTATION DEMO

"Compli helped GT Vodka ramp up quickly and seamlessly. We have stayed with them since our inception as we never have to worry about compliance. They get the work done accurately and ontime while the staff is always friendly and professional. They make us feel like we are their number one priority."

> Graham Barrett Grand Touring Vodka

#### 11/3/2014

Argentine Wine Labeling Rules

June 6, 2014

Argentine government requires additional information on exported wine.....

Read More »

Permit now required in Arkansas

December 2, 2013

Arkansas requires all suppliers and importers to apply for and obtain a Suppliers Permit.....

Read More »

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#### **DISTILLED SPIRITS - WHOLESALE**

State	License Required	Fee (If Any)	State	License Required	Fee (If Any)
AL	Yes	\$550	MT	Yes	\$125
AK	No		NE	Yes	\$1,000
AZ	Yes	\$325	NY	Yes	\$50
AR	Yes	\$50	NH	Yes	Varies
CA	Yes	\$71	NJ	No	
со	Yes	\$1,325	NM	Yes	\$300 - \$3,500
СТ	Yes	\$1,350	NY	No	
DE	Yes	\$130 - \$1,030	NC	Yes	
DC	No		ND	Yes	
FL	No		ОН	Yes	\$400
GA	Yes	\$100 - \$1,100	ОК	No	
HI	No		OR	No	
1D	No		PA	Yes	\$965
IL.	Yes	\$90 - \$270	RI	No	
IN	Yes		sc	Yes	\$400
IA	Yes	\$50	SD	No	
KS	Yes	\$25	TN	Yes	\$150 - \$250
KY	Yes	\$10 - \$3100	TX	Yes	\$676
łA.	Yes	\$200 - \$1,000	UT	No	
ME	No		VΤ	No	
MD	Yes	\$200	VA	No	
MA	Yes	\$200 - \$500	WA	Yes	\$224
MI	Yes	\$50	wv	No	

#### Resources

**Compliance Basics** 

#### Distilled Spirits - Wholesale

Malt Beverages - Wholesale

Wine - Direct Ship

Wine - Self-Distribution

Wine - Wholesale

Latest News

# CONSULTATION DEMO

Compli is our first choice when referring clients because they are, bar none, the most professional beverage compliance service company out there.

John Hinman Hinman and Carmichael, LLP 11/3/2014 Compli Beverage Compliance - Distilled Spirits - Wholesale MN Yes \$462 WI Yes \$520 MS Yes WY No MO Yes

As of March, 2014

the INDUSTRY LEADER in **BEVERAGE COMPLIANCE** 

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#### COMPLIANCE BASICS

Definitions » | Tax Tips » | Label Information »

#### **Definitions**

#### Alternation of Premises

Multiple operations alternating the equipment and premises operated by the same person (i.e., Bonded Wine Premises/DSP/Brewery/Taxpaid Wine Bottling House).

#### **Alternation of Proprietors**

Mulliple persons alternating the use of/sharing bonded premises and equipment.

#### Consent of Surety

A document that extends the terms of a bond.

#### Certificate of Authority

A corporation or limited liability company is domestic to the state where it was formed. However, if you decide to open up an office in another state, with the express intent to transact business there, you might be required to obtain a Certificate of Authority. Without it, your business may be subject to fines and legal action by the state in which you would be illegally transacting business. In addition, you may forfeit many of your legal rights if you are not qualified to do business in that other state. If a Certificate of Authority is filed, the corporation or LLC is subject to taxes and annual report fees in both the state of formation and any states where the corporation or LLC is qualified. In some states, Certificates of Authority are also known as Foreign Qualifications.

#### Control State

A state in which the state liquor regulatory agency is in the business of wholesaling and or reselling alcoholic beverages at retail. The degree to which the regulatory agency is involved varies by state.

#### Distilled Spirits Plant (DSP)

An establishment qualified under part 19 of 27 CFR for producing, warehousing, or processing of distilled spirits (including denatured spirits), or manufacturing of articles. An establishment qualified under Part 19 for distilling, warehousing, processing or any combination of these. Also required for alcohol reduction in wine.

#### Distilling Material

Any fermented or other alcoholic substance capable of, or intended for use in, the original distillation or other original processing of spirits.

#### Resources

#### **Compliance Basics**

Distilled Spirits - Wholesale

Malt Beverages - Wholesale

Wine - Direct Ship

Wine - Self-Distribution

Wine - Wholesale

Latest News

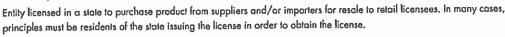
# CONSULTATION

eCompli allows us to manage all of our compliance in-house. We feel reassured knowing that nothing falls through the cracks.

> Rich Hanen Middleton Family Wines

#### 11/3/2014

#### Distributor/Wholesaler



#### **Extension of Premises**

Realignment of the bonded premises, to place more of the property on bond.

#### In Bond

#### For Wine

When used with respect to wine or spirits, "in band" refers to wine or spirits possessed under bond to secure the payment of the taxes imposed by 26 U.S.C. Chapter 51, and on which such taxes have not been determined. The term includes any wine or spirits on the bonded wine premises or a distilled spirits plant, or in transit between bonded premises (including in the case of wine, bonded wine premises). Additionally, the term refers to wine withdrawn without payment of tax under 26 U.S.C. 5362 and to spirits withdrawn without payment of tax under 26 U.S.C. 5214 (a)(5) or (a)(13) with respect to which relief from liability has not yet occurred.

#### For Distilled Spirits

When used with respect to spirits, denatured spirits, articles, or wine refers to spirits, denatured spirits, articles, or wine possessed under bond to secure the payment of the taxes imposed by 26 U.S.C. Chapter 51, and on which such taxes have not been determined. The term includes such spirits, denatured spirits, articles, or wine on the bonded premises of a distilled spirits plant, such spirits, denatured spirits, or wines in transit between bonded premises (including, in the case of wine, bonded wine cellar premises). Additionally, the term refers to spirits in transit from Customs custody to bonded premises, and spirits withdrawn without payment of tax under 26 U.S.C. 5214, and with respect to which relief from liability has not occurred under the provisions of 26 U.S.C. 5005[a]{2}.



Except as otherwise provided under 26 U.S.C. 5002(a)(6), any person qualified under this part who manufactures, mixes, bottles, or otherwise processes distilled spirits or denatured spirits, or manufactures any article.

#### Production

Wine produced by Fermentation, plus volume increase due to: Amelioration, Wine Spirits Addition, Sweetening, Production of a formula wine, Wine produced by same company outside the U.S.A (27 CFR 24.278(e)(1))

#### Proof

The ethyl alcohal content of a liquid at 60° Fahrenheit (F), stated as twice the percent of ethyl alcohal by volume.

#### **Proof Gallon**

A gallon of liquid at 60°F, which contains 50 percent by volume of ethyl alcohol having a specific gravity of 0.7939 at 60°F, referred to water at 60°F, as unity, or the alcoholic equivalent.

#### **Surety Bond**

A surely bond is a contract among at least three parties;

- The principal the primary party who will be performing a contractual obligation
- · The obligee the party who is the recipient of the obligation, and
- The surety who ensures that the principal's obligations will be performed. A surety is a person who agrees to be responsible for the debt or obligation of another.
- Through this agreement, the surety agrees to uphold—for the benefit of the obligee—the contractual promises
  (obligations) made by the principal if the principal fails to uphold its promises to the obligee. The contract is formed so
  as to induce the obligee to contract with the principal, i.e., to demonstrate the credibility of the principal and guarantee
  performance and completion per the terms of the agreement. Contract bonds guarantee a specific contract. Examples



#### 11/3/2014

include performance, bid, supply, maintenance and subdivision bonds. Commercial bonds guarantee per the terms of the bond form. Examples include license & permit, union bonds, etc.

#### Transfer in Bond

The removal of spirits, denatured spirits, and wines from one bonded premises to another banded premises.

#### Unimera Code

Unique codes ("universal numeric") are assigned by the Distilled Spirits Council of the United States to both wine and distilled spirits. Some states require that these codes be supplied at the same time a product is registered for sale in the state.

#### UPC Code

A ten-digit code which consists of a five-digit manufacturer's code, which must be obtained from the Uniform Product Code Council, and a unique five-digit code assigned by the supplier to each brand, type and size in his product line. This is shown as a scan able bar code and is instrumental to retailers for pricing and inventory control purposes.

#### Unmerchantable

Wine which has been taxpaid, removed from bonded wine premises, and subsequently returned to a bonded wine premises under the provisions of 27 CFR 24.295 for the purpose of reconditioning, reformulation, or destruction.

#### Tax Tips

#### Federal Excise Tax Rates

- \$1.07 per gallon for wine 14% Alcohol by Volume or less
- \$1.57 per gallon for wine 14.1% to 21% Alcohol by Volume
- \$3.40 per gallon for Sparkling Wine

#### Federal Small Producer Tax Credit

Wineries producing (fermenting) less than 150,000 gallons per year are eligible for a tax credit of \$ 0.90 per gallon for the first 100,000 gallons of wine removed from bond during the year. Wineries producing 151,000 to 250,000 gallons per year are eligible for \$0.89 to \$0.01 credit per gallon of the first 100,000 gallons removed. Wineries producing more than 250,000 gallons are not eligible for the Small Producer's Credit.

#### California Winegrower Taxes (Filed monthly or quarterly)

\$0.20 per gallon for still wine and \$0.30 for sparkling wine.

Subject to a \$50.00 or 10% penalty (whichever is greater) if filed late.

#### Label Information

#### Mandatory Label Information

#### **Alcohol Content**

A statement of alcohol content in percent by volume appears on most labels. As an alternative some bottlers prefer to label wine with an alcohol content between 7 and 14 percent as "Table Wine" or "Light Wine."

#### Appellation of Origin\*

Appellation of origin is simply another name for the place in which the dominant grapes used in the wine are grown. It can be the name of a country, state, country or geographic region called a viticultural area. A country, state or country appellation on the label means that at least 75 percent of the wine is produced from grapes grown in the place named.

#### AVA - American Viticultural Area\*

A U.S. viticultural area is a defined grape-growing region with soil, climate, history and geographic features, which set it apart from the surrounding areas. A viticultural area appellation on the label indicates that 85 percent or more of the wine is produced from grapes grown in the particular area.

\*Appellation of Origin and AVA are mandatory only when variety, vintage, and/or estate bottled, are also on the label.

#### Brand

The brand name is a name used by the bottler to identify the product. Any brand name is acceptable if it does not mislead the consumer.

#### Country of Origin

A country of origin statement is required on all imported wines. For example, "Product of \_\_\_\_\_ (insert name of country)."

#### **Declaration of Sulfites**

Required on any wine intended for interstate commerce that contains 10 or more parts per million (ppm) sulfur dioxide. Not required for wines only sold in intrastate commerce.

#### **Health Warning Statement**

Required on all alcoholic beverages containing .5% or more alcohol by volume. "GOVERNMENT WARNING" must appear in capital letters and bold type. The remainder of the statement may not appear in bold type. The statement reads as follows:

#### GOVERNMENT WARNING:

(1) According to the Surgeon General, women should not drink alcoholic beverages during pregnancy because of the risk of birth defects. (2) Consumption of alcoholic beverages impairs your ability to drive a car or operate machinery, and may cause health problems.

#### Name and Address

- Domestic wines are required to state "Bottled By," or "Packed By," followed by the name and address of the bottler.
- Imported wines are required to state "Imported By," followed by the name and address of the importer.
- Maît beverage labels are required to state the name and address of the importer or bottler, but are not required to state
   "Bottled By," or "Packed By."
- Domestic spirits are required to state "Bottled By," "Distilled By," or "Distilled and Bottled By," followed by the name
  and address of the bottler, packer, or filler, and/or the distiller, blender, maker, preparer, manufacturer, or producer.
- Imported spirits which are battled, packed, or filled prior to importation are required to state "Imported By," "Sole Agent," or "Sole U.S. Agent," followed by the name and address of the importer.
- Imported spirits which are bottled, packed or filled after importation are required to state "Bottled By," "Imported and
  Bottled By," "Imported by and Bottled for," or "Imported by \_\_\_\_\_\_ and Bottled by \_\_\_\_\_," followed by the name and
  address of the importer and/or bottler, packer or filler.

#### Net Contents

The net contents of wine are stated in the metric system of measure and is the amount of product in the container.

#### Optional Label Information

#### Estate Bottled

"Estate Bottled" means that 100 percent of the wine came from grapes grown on land owned or controlled by the winery, which must be located in a viticultural area. The winery must crush and ferment the grapes, finish, age, process and bottle the wine on their premises.

#### Varietal Designations

Varietal designations are the names of the dominant grapes used in the wine. Cabernet Sauvignon, Chardonnay, Zinfandel, and Merlot are examples of grape varieties. A varietal designation on the label requires an appellation of origin and means that at least 75 percent of the grapes used to make the wine are that variety. (Except "Vitis labrusca" grapes such as Concord which require 51%.)

Wine labels are not required to bear a varietal designation. Other designations may be used to identify the wine. Examples are Red Wine, White Wine, Table Wine.

#### **Vineyard Designation**

A vineyard designation on the label indicates that 95 percent or more of the wine is produced from fruit grown on the designated vineyard.

#### Vintage Date

A vintage date on the label indicates that 85 percent or more of the wine is produced from grapes grown in that year. If a vintage date is shown on the label, an appellation of origin, smaller than a country, must also be shown.

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Office Address and Hours

8834 Morro Road, Alascadero, CA 93422

Monday - Thursday: 8:30-5:00 Friday: 8:30-noon

Telephone

Toli Free: 877.255.1440 Phone: 805.239.4502 Fax: 805.239.0152

Email

info@compli-beverage.com

CONSULTATIO	1
DEM	C

Complits expertise in compliance has helped several of our clients and participants in our CEO Roundtable save time and dollars while growing their businesses, as well as to facilitate smooth transitions by accelerating time to money for clients during marger and acquisitions. I would recommend Complito anyone.

Deborah Steinthal Managing Director, Scion Advisors LLC

Name:		
* Email:		
Phone:		
Interests:	Compli Full-Service Compli Self-Service Affiliate Program Training Consultation Web Services Shipment & Tax Reporting	
How did you hear about us?:		27
Comments:		

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SMANNE

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		CONSULTATION
* Name:		DEMO
* Company:		
* Job Title:		
* Phone:		
* Email:		Compli helps us navigate through the complex issues facing our industry.
	Click here if you would like to be contacted by phone.	Jaisen Freeman
	Click here if you would like to be contacted by email.	Phusion Projects, LLC
	SUBMIT	

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#### **SERVICES**

Alcoholic beverage compliance is challenging and complex. The experts at Compli have the knowledge and experience to manage your compliance matters, whether you are an industry novice or the largest supplier of alcoholic beverages.

Our services are tailored to each client's needs and budget. Many of our clients start out on a project or hourly fee basis to handle special projects, such as federal basic permits, home-state licensing, national licensing, or label approvals.

Full-service clients count on Compli's team of specialists for all their angoing compliance maintenance. They are secure in the knowledge that their sales and tax reports are being filed accurately and on time, wholesale and direct ship licenses are kept current, and products are registered in the states where they belong.

We provide services to producers, importers, and wholesalers of alcoholic beverages throughout the United States. You can find a complete list of services for your type of business on these pages.

Wines » | Malt Beverages » | Distilled Spirits » | Imports »

#### Services

Wines

Malt Beverages

**Distilled Spirits** 

**Imports** 

CONSULTATION DEMO

Compli is our first choice when referring clients because they are, bar none, the most professional beverage compliance service company out there.

John Hinman Hinman and Carmichael, LLP

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#### YOU DIDN'T GET INTO THIS BUSINESS TO DEAL WITH RED TAPE, WE DID!

#### **WINES**

Our wine compliance experts work with wineries every day. We process ABC/TTB permits, out-of-state licenses, federal and state tax reports, label approvals, and product registrations. We also specialize in compliance related to mergers and acquisitions, audit preparation, and training for in-house compliance departments.

#### Licenses for new businesses

- Bonded wineries
- Bonded wine cellars
- Wine wholesalers
- Tax paid wine bottling houses
- Tasting rooms
- Public warehouses
- Remote offices
- Online wine retailers

#### License modifications

- Changes in location
- Changes in physical premises
- · Labeling name changes
- Record keeping and reporting variances

#### Ownership changes

- Changes in control
- Mergers
- Acquisitions
- New owner and officer qualifications

#### **Audit services**

- Readiness assessment
- Pre-audit preparation
- Post-audit review
- Training

#### **Product registrations**

- New products
- New packaging
- Additional sizes
- Vintage changes
- Price changes and price posting
- Training

#### Label approvals

- Label consultation
- COLA's online processing
- Training

#### Distributor changes

- Franchise regulations
- Agency notifications
- Dual distributorship filings

#### Salesperson licenses

- Needs assessment
- License processing
- Nexus issues

#### Sales tax and sales tax nexus

 Nationwide sales tax tables available for purchase

#### Direct ship reporting

- · Electronic filing
- Accuracy rating here
- Real time and pre-shipment compliance checks
- Excise tax reporting
- Training

#### Federal reporting & tax processing

- · Inventory and operations reports
- Federal excise tax returns
- Domestic small producer tax credit reporting
- Excise tax forecasting
- Training
- Export compliance

Services

#### Wines

Malt Beverages

**Distilled Spirits** 

**Imports** 

CONSULTATION DEMO

eCompli eliminates paper files and acts as a roadmap for many tasks. The reduction in paper means no more collating invoices or copying label and label approvals.

> Dana Lane Pepper Bridge Winery

#### Direct ship licensing

- Tax permits
- Corp and LLC qualification
- Bonds
- Product registrations

#### 3-Tier reporting

- Processing payment of excise taxes
- Training

#### 3-Tier & Wholesale Licensing

- Tax permits
- Corp and LLC qualification
- Bonds
- Product registrations
- Distributor appointments

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#### MALT BEVERAGES

The Compli team works with brewers, beer wholesalers, and others in the malt beverage industry. We process licenses for new businesses, 3-tier and wholesale licenses, federal and state tax reports, label approvals, product registrations, and more. We also specialize in compliance related to mergers and acquisitions, audit preparation, and training for in-house compliance departments.

Services

Wines

Malt Beverages

Distilled Spirits

Imports

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- Acquisitions
- New owner and officer qualifications

#### Salesperson licenses

Federal excise tax returns

Excise tax forecasting

Export compliance

Distributor changes

Franchise regulations

Agency notifications

Dual distributorship filings

- Needs assessment
- License processing
- Nexus issues

## CONSULTATION DEMO

Compli has provided Treasury Wine Estates with compliance support for over ten years. Their services have saved us valuable time and money.

> Doug Roberts Treasury Wine Estates

#### Audit services

- Readiness assessment
- Pre-audit preparation
- Post-audit review

#### Product registrations

- New products
- New packaging
- Additional sizes
- Price changes and price posting
- Training

#### 3-Tier reporting

Processing payment of excise taxes

Federal reporting & tax processing

Inventory and operations reports

Training

Training

#### 3-Tier & Wholesale Licensing

- Tax permits
- Corp and LLC qualification
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#### **IMPORTS**

We work with alcoholic beverage import businesses of all shapes and sizes. The dynamics of importing alcoholic beverages require exceptional attention to detail and fast turnaround. Our experts help importers get their products approved, so they can be shipped and on the shelves quickly. We process licenses for new businesses, 3-tier and wholesale licenses, federal and state tax reports, label approvals, product registrations, and more. We also specialize in compliance related to mergers and acquisitions, audit preparation, and training for in-house compliance departments.

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**Distilled Spirits** 

Imports

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- New owner and officer qualifications

#### Distributor changes

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- Dual distributorship filings

#### Salesperson licenses

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## **DEMO**

Having all of our documents in one online database has really been a leap forward in efficiency and organization of our compliance tasks.

> Carolina Villa Pasternak Wine Imports

#### Product registrations

- New products
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- Additional sizes
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3-Tier & Wholesale Licensing

Corp and UC qualification

Product registrations

Distributor appointments

Training

Tax permits

Bonds

#### Federal reporting & tax processing

- Inventory and operations reports
- Federal excise tax returns
- Excise tax forecasting
- Training

#### 3-Tier reporting

- · Processing payment of excise taxes
- Training

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#### **DISTILLED SPIRITS**

Compliance for distilled spirits is especially complicated. Our compliance specialists understand the complexities of dealing with control states and other intricacies related to distilled spirits compliance. We process licenses for new businesses, 3-tier and wholesale licenses, federal and state tax reports, label approvals, product registrations, and more. We also specialize in compliance related to mergers and acquisitions, audit preparation, and training for in-house compliance departments.

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Malt Beverages

**Distilled Spirits** 

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- Export compliance

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FDA 2014 FOOD FACILITY BIENNIAL REGISTRATION RENEWAL FDA REGISTRATION RENEWAL more details

WINES

**MALT BEVERAGES** 

DISTILLED SPIRITS

**IMPORTS** 

WANT TO FIND OUT MORE ABOUT OUR SERVICES AND OUR SOFTWARE?

"Compli helps us manage the complexities of federal and out-ofstate licensing."

Rich Hanen Middleton Family Wines

MORE INFO

"Compli helps us navigate through the complex issues facing our industry."

> Jaisen Freeman Phusion Projects, LLC

MORE INFO

"The people at Compli really understand the intricacies of distilled spirits compliance."

> Steve Lauth Partida Tequila

MORE INFO

"Having all of our documents in one online database has really been a leap forward."

Carolina Villa Pasternak Wine Imports

MORE INFO

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#### **CLIENTS**















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#### YOU DIDN'T GET INTO THIS BUSINESS TO DEAL WITH RED TAPE, WE DID!

#### **ABOUT**

Since Compli was established in 1997, it has earned a reputation as the most trusted group of compliance professionals in the alcoholic beverage industry. Known throughout the country as the industry leader in beverage compliance, Compli has served more than 1,200 wineries, distilleries, breweries, wholesalers, and importers.

Compliance management is challenging and complex. Our experts have the knowledge and experience to handle your work in a professional and timely manner, whether you are an industry novice or the largest supplier of alcoholic beverages.

#### About

Our Staff

Performance Stats

#### Our Mission:

Our mission is to provide the full spectrum of compliance services, information, and technology to producers, distributors, and importers of alcoholic beverages in the United States. At the same time, we offer outstanding customer service and ongoing support.

## CONSULTATION DEMO

#### Our Values:

LEADERSHIP: We are recognized leaders in the beverage compliance business. We stay ahead of the curve, foreseeing and adapting to changes that will affect our clients.

QUALITY: We provide accurate and timely services to our clients. In 2012, our small team of experts completed 75,000 compliance tasks with an accuracy rate of 99.6%.

TRUST: We are a trusted resource to the licensed beverage industry as well as to government agencies.

IMPROVEMENT: We are individually committed to continuous improvement of our procedures, systems and people.

HEALTHY: We provide a professional, friendly and flexible work environment for our clients and staff.

Compli has helped our wine companies with a variety of compliance issues for more than a decade. Their assistance with navigating the complexities of Federal tax credits and control groups has been especially valuable to us in the recent past. Their ability to work with and educate our staff in the intricacies of compliance has been very beneficial.

Rich Hanen Middleton Family Wines

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#### PERFORMANCE STATS

- Since 1997 we have provided compliance services for over 1,500 alcohol beverage businesses.
- Our clients know their compliance needs will be executed correctly and on time. In 2013, our team of compliance
  experts completed more than 60,000 brand registrations, licenses, and tax filings with a 99.6 percent accuracy rate.
- Our clients give us a rating of 5 out of 5 in overall customer satisfaction.
- We take pride in the professional relationships we have with our clients; as a result our clients stay with us for an
  average of 7 years.
- In 2013, we celebrated 16 years as the industry's beverage compliance leader.
- Due to our vast knowledge, we are referred by more industry professionals than any other compliance agency.
- We have successfully processed more than 1,900 federal alcohol licenses.

About

Our Staff

**Performance Stats** 

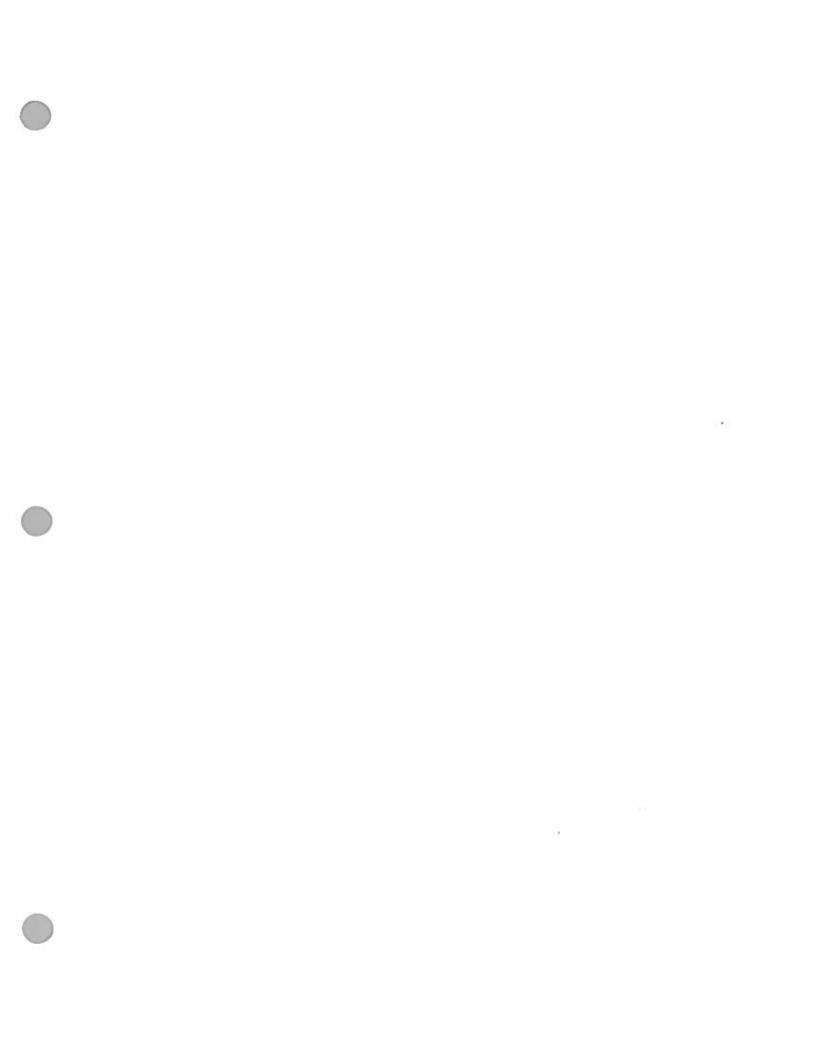
CONSULTATION DEMO

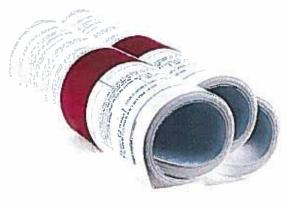
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# COMPLIANCE SERVICES AND SOFTWARE

### The Industry Leader Since 1997

#### **TESTIMONIALS**

#### **COMPLIANCE EXPERTISE**

- Since 1997 we have provided compliance services for over 1,500 alcohol beverage businesses.
- Our clients know their compliance needs will be executed correctly and on time. As of October 2014, our team of compliance experts completed more than 60,000 brand registrations, licenses, and tax filings with a 99.6% accuracy rate.
- Our clients give us a rating of 5 out of 5 in overall customer satisfaction.
- ✓ We take pride in the professional relationships we have with our clients; as a result our clients stay with us for an average of 8 years.
- ✓ In 2014, we celebrated 17 years as the industry's beverage compliance leader!
- Due to our vast knowledge, we are referred by more industry professionals than any other compliance agency.

"The professionals at Compli work closely with our legal and accounting team to guide us through the compliance aspects of winery ownership change. We rely heavily on their expertise for assuring a seamless transition from a compliance standpoint."

-Shonna Owen, Senior Counsel Roll International, Justin Vineyards and Winery and Landmark Vineyards.

"Compli has provided Fosters with compliance support for over ten years. Their services have saved us valuable time and money."

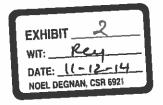
-Doug Roberts, General Counsel, Treasury Wine Estates Americas

"Compli is our first choice when referring clients because they are, bar none, the most professional beverage compliance service company out there".

-John Hinman, Hinman and Carmichael, LLP

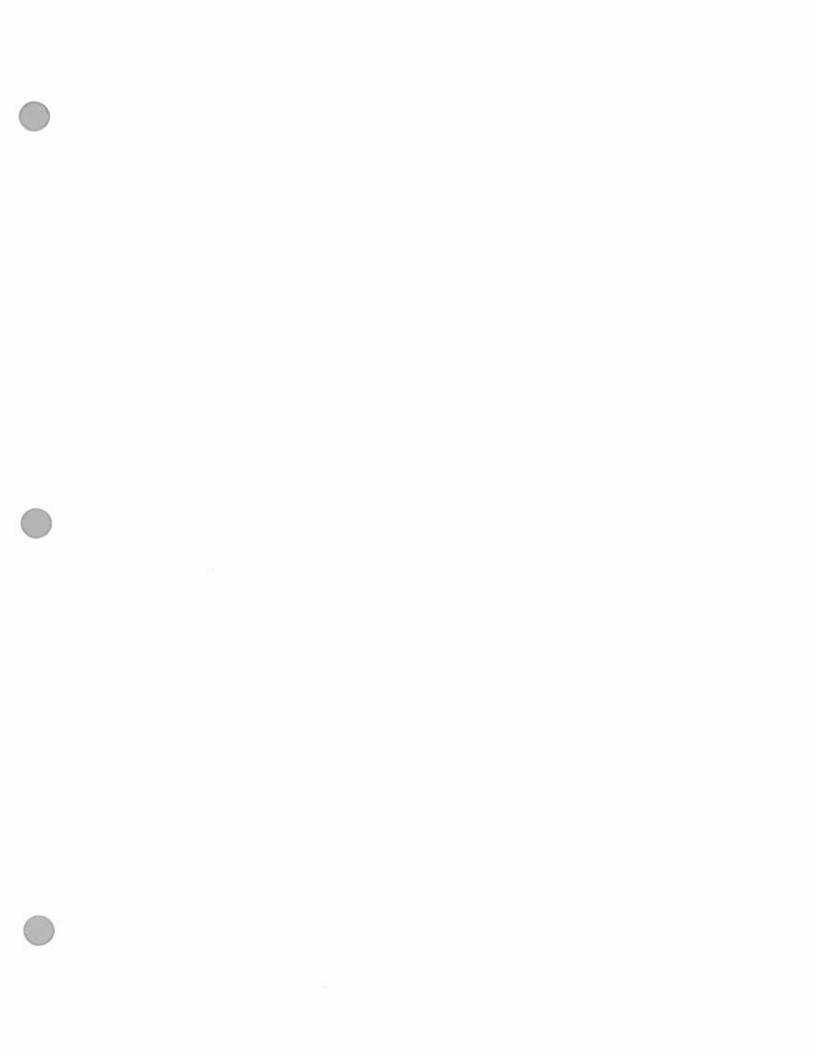
"The benefit to working with Compli is that you maintain control of your compliance administration without having to do the work. Compli's professional staff and online tools provide the highest quality service and up to the minute compliance data. The end result is less risk and greater value."

-Dave Dillwood, CPA, Dillwood, Burkel & Millar, LLP



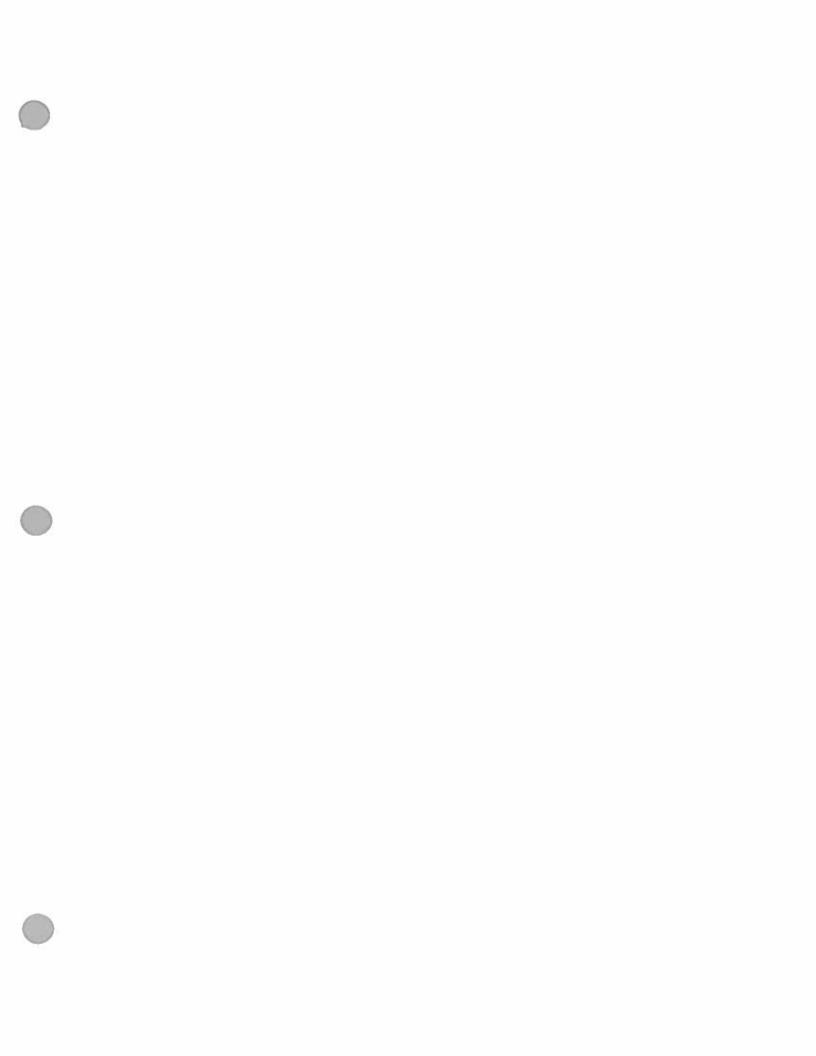
## THE INDUSTRY LEADER IN BEVERAGE COMPLIANCE

YOU DIDN'T GET INTO THE BUSINESS TO DEAL WITH RED TAPE. WE DID!



1) Mr. 04(65 C01	40 200073		APPLICATION FOR	MENT OF THE TREASUR TOBACCO TAX AND TRADE JID CERTIFICATION/	SUREAU EXEMPTION OF
	11	(1)	(See Extraction ex	MOTTLE APPROVAL	
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NOEL DEGNAN, CSR 6921



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REP. ID. NO. (If any)	Marin Char		LABE	L/BOTTLE APPROVAL of Paperwork Reduction Act Notice	
PLANT REGISTRY/B/ (Required) BWN-C/	SIC PERMIT/BREWE		1,00	ART I - APPLICATION	
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BERIAL NUMBER/Angu	ired 4. TYPE OF PR	ODUCT		SERINE-CANNONA	U VINEYARD, INC. OAGE VINEYARDS
EAR	WINE	RPIRITA			B70 ARBOR ROAD ROBLES, CA 93446
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BRAND NAME (Requi FANCIFUL NAME (II)				TH STREET	
EMAIL ADDRESS	9. FORMULA	202.00		ROBLES, CA 93446	
pel@compil.beverage.com	444 4	SUP NO.	O. LAB. NO. & DATE/PRE- IMPORT NO. & DATE (If eny)	17. TYPE OF APPLICATION (CA	PROVAL
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DATE OF APPLICATION 03/06/06	20. BIGNATURE OF	APPLICANT	DR AUTHORIZED AGENT 21. P	INT NAME OF APPLICANT OR	AUTHORIZED AGENT.
	<b>1</b> —4			el Dumas, Compliance Agent	
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1. REP. ID. NO. (If ony)	or St	ORA		HOCLIB	O CERTIFICATION/EXEMPTION OF OTTLE APPROVAL
2. PLANT REGISTRY/	BASIC PERMIT/BREW	ER'S NO	(See Instruction	ons and Pa	perwork Reduction Act Notice on Back)
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J <u>e</u>			PERMIT OR BREWER'S I	NOTICE. Required)	MOLDDE AFFROVED DBA OR TRADENAME IF
3. SERIAL NUMBERIRE	quired) 4. TYPE OF P (Required)	RODUCT	1		SERINE-CANNONAU VINEYARD, INC. DBA TERRY HOAGE VINEYARDS
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rachel@compil-beverage.cu	m (II any)	SOP NO.	IO. LAB. NO. & DATE/PRE- IMPORT NO. & DATE (III	eny) B.	TYPE OF APPLICATION (Check applicable box(as))  CERTIFICATE OF LABEL APPROVAL
11. NET CONTENTS 750ml	12 ALCOHOL CONTENT	13. WINE	APPELLATION (If on label)	b. 1	CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL  "For any in only" (Fit in State abbreviation)
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03/01/06	F 53	Dur	Nata R	achel Du	mas, Compliance Agent
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22. DATE ISSUED	23. Attropted e	PPIICADIO IUM	8, regulations and conditions a	is sel forti	in the instructions portion of this form.
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06062-003	97			APPLICATION	HOL AND TO ON FOR AN LABEL! Instructions and	OMB No. 1813-9026 (11/30/2005) IENT OF THE TREABURY BACCO TAX AND TRADE BUREAU ND CERTIFICATION/EXEMPTION OF IBOTTLE APPROVAL Paperwork Reduction Act Notice on Back)
2. PLANT REGISTRY/BA (Required) BAVN-CA	A-15141	PE OF PRO		7. NAME AND ADDI PERMIT OR BRE USED ON THE LA	RESS OF APPL	irt I - Application Licant as shown on Plant Registry, Basic E. Include approved DBA or Tradename If HISTORY SERINE-CANNONAU VINEYARD, INC DBA TERRY HOAGE VINEYARD 876 ARBOR ROAF
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FIEE 46 B. EMAIL ADDRESS achel/Scompil-beverage.com		ORMULA/S (f eny)	OP NO.	IO. LAB NO & DATI	E/PRÉ-	17. TYPE OF APPLICATION (Check applicable design))  a. [] CERTIFICATE OF LABEL APPROVAL  b. [] CERTIFICATE OF ENGINETION FROM LABEL APPROVAL
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		1300	DEPARTMENT OF THE TREASURY
	3-000057		ALCOHOL AND TOBACCO TAX AND TRADE BUREAU APPLICATION FOR AND CERTIFICATION/EXEMPTION OF LABEL/BOTTLE APPROVAL
1. REP. ID. NO. (II any)			(See instructions and Paperwork Reduction Act Notice Below)
F. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Requ	3. SOURCE OF PI	RODUCT	PART I - APPLICATION
CA-W-15171	I surec	Imported	8. NAME AND ADDRESS OF APPLICANT AS SHOWN ON PLANT REDISTRY, BASIC PERMIT, OR BREWER'S NOTICE. INCLUDE APPROVED DBA OR TRADENAME IF USED ON THE LABEL (Required)
SERIAL NUMBER (Requ		RODUCT	SERUE-CANNONAU VINEYARD, INC.
YEAR	(Required)		DBA/ITOXGE VINEYARD 870 ARBOR ROAD
0 6 - T H O	4 DISTILLED		PASO ROBLES, CA 93446
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erry Hoage Vinc VI	und's		Compil 530 10th St
. FANCIFUL NAME <i>pren</i> Flie 46	יעי		Paso Robles CA 93446
. EMAIL ADDRESS	10. FORMUL	A/SOP NO.	
achei@compil-beverage.com	(If any)	The second second	IMPORT NO. & DATE (# any)  a. (2) CERTIFICATE OF EAUEL APPROVAL  b. (1) CERTIFICATE OF EXEMPTION FROM LABEL APPROV
2. NET CONTENTS	13. ALCOHOL CONTENT	14, WIN	NE APPELLATION (if on label) "For sale in only" (if it in State abbreviation
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5. WINE VINTAGE DATE (If on label)	16. PHONE NUMB		17. FAX NUMBER  (Fit in amount)  G. [] RESUBMISSION AFTER REJECTION
2005	(805)239-4		(805)239-0152 T10 ID
9. BHOW ANY WORDING (a) BELOW, OR (b) BLOWN, (	DRANDED OR EMBOSS	ERIALS FIRMLY	LY AFFIXED TO THE CONTAINER (e.g., caps, colospois, costs, etc.) OTHER THAN THE LABELS AFFIXE CONTAINER (e.g., not containts, etc.). THIS WORDING MUST BE NOTED HERE EVEN IF IT DUPLICATE DE THANSLATIONS OF FOREIGN LANGUAGE TEXT APPEARING ON LABELS.
1/07/06	KI	m	T OR AUTHORIZED AGENT 22. PRINT NAME OF APPLICANT OR AUTHORIZED AGEN Rachel Dumas Rey, Compliance Agent
1/07/06 This cortificate			PART III - TTR CERTIFICATE was, regulations and conditions as set forth in the instructions portion of this form.
3. DATE ISSUED			
1/07/06 This cortificate 3. DATE ISSUED  NOV 2 8 2006			ows, regulations and conditions as set forth in the instructions portion of this form.  URE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU
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SERIAL NUMBER (Require	(Required)		SERINE-CANNONAU VINEYARD, INC. DBA/HOAGE VINEYARD 870 ARBOR ROAD
6 - T H 0 3	MALT BEVER		PASO ROBLES, CA 93446
BRAND NAME (Required)	ned's		8a. MAILING ADDRESS, IF DIFFERENT  Compli
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chel@compli-beveroge.com	(if any)		IMPORT NO. & DATE (If arry)  a. [2] CERTIFICATE OF LABEL APPROVAL  b. [3] CERTIFICATE OF EXEMPTION FROM LABEL APPROV
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ethel&complibererage.com	10. FORMULA/SOF	NO. 11. LAB. NO. & DATE/P MPORT NO. & DATE WINE APPELLATION (# on h	TE (If any)	IB. TYPE OF APPLICATION (Check applicable box(ss))  a. ② CERTIFICATE OF LABEL APPROVAL  6. □ CERTIFICATE OF EXEMPTION I ROM LABEL APPROVAL  "For sale in
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and, that the representation containers to which these is a stached to an original TTB (20. DATE OF APPLICATION 2	on the labels attached to bels will be applied. I also 5 100.31, Certificate/Exe I. SIGNATURE OF APPL	this form, including supplemers of certify that I have read, under mption of Lebel/Bettle Approva ICANT OR AUTHORIZED AGEN	tion are true ital documentated and coll. T 22. PRII Rachel	and correct to the best of my knowledge and bellef; its, truly and correctly represent the content of the implied with the conditions and instructions which are NT NAME OF APPLICANT OR AUTHORIZED AGENT Dumas Rey, Compliance Agent
11/07/06 This certificate is 23. DATE ISSUED NOV 2 8 2006 ***		BNATURE, ALCOHOL AND TO		forth in the instructions portion of this form.
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TTB F 6100.31 (4/2008)

PREVIOUS EDITIONS ARE OBSOLETE

The

OMB No. 1513-8020 (01/31/2009) DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU 06313-003-000060 APPLICATION FOR AND CERTIFICATION/EXEMPTION OF LABEL/BOTTLE APPROVAL (See Instructions and Paperwork Reduction Act Notice Bellow) 1. REP. ID. NO. (If any) 2. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Requir 3. BOURCE OF PHODUCT PART I - APPLICATION NAME AND ADDRESS OF APPLICANT AS SHOWN ON PLANT REGISTRY, BASIC PERMIT, OR BREWER'S NOTICE, INCLUDE APPROVED DBA OR TRADENAME IF USED ON THE LABEL (Required) CA-W-15171 M Domestic Imported SERINE-CANNONAU VINEYARD, INC. DBAMBAGE VINEYARD 4. SERIAL NUMBER (Required) TYPE OF PRODUCT WINE DISTILLED SPIRITS MALT BEVERAGES YEAR 870 ÄRBOR ROAD PASO ROBLES, CA 93446 6 0 THO |5 6. BRAND NAME (Required)
Terry Honge Line (Hany)
7. FANCIFUL NAME (Hany) 8a. MAILING ADDRESS, IF DIFFERENT Compli 530 10th St Paso Robles CA 93446 The Hedge D. EMAIL ADDRESS 10. FORMULA/SOP NO. 11. LAB. NO. & DATE/PRE-(// any) IMPORT NO. & DATE (// any) 8. TYPE OF APPLICATION (Chuck applicable bowlest) . Z CERTIFICATE OF LABEL APPROVAL rackel@compil-beverage.com CERTIFICATE OF EXEASTION FROM LABEL APPROVAL CONTENT 12. NET CONTENTS 14. WINE APPELLATION (# on lebel) only" (Fill in State abbreviation DISTINCTIVE LIQUOR BOTTLE APPROVAL TOTAL BOTTLE CAPACITY BEFORE GLOSURE 15.8% WINE VINTAGE DATE (If on label) 16, PHONE NUMBER 17. FAX NUMBER RESUBMISSION AFTER REJECTION (805)239-4502 (805)239-0152 TTB IO 2005 19. SHOW ANY WORDING (a) APPEARING ON MATERIALS FEMILY AFFIXED TO THE CONTAINER (o.g., cent., Net contents blown into glass. PART II - APPLICANT'S CERTIFICATION Under the pensities of parjury, I declare; that all statements appearing on this application are true and correct to the best of my knowledge and belief; and, that lite representations on the labels attached to this form, including supplemental documents, truly and correctly represent the content of the containers to which these tabels will be applied. I also certify that I have read, understood and compiled with the conditions and instructions which are attached to an original TTB F 6100.31, Cartificate/Examption of Labal/Bottle Approval. 20. DATE OF APPLICATION 21. SIGNATURE OF APPLICANT OR AUTHORIZED AGENT 22. PRINT NAME OF APPLICANT OR AUTHORIZED AGENT 11/07/06 Rackel Dumas Rey, Compliance Agent 1 1/07/06 This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this form.

23. DATE ISSUED 24. AUTHORIZED BIGNATURE ALCOHOL AND TORROGOTAL AND PART III - TTB CERTIFICATE 24. AUTHORIZED BIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU NOV 2 8 2006 FOR TTB USE ONLY **QUALIFICATIONS** EXPIRATION DATE (If any) AFFIX COMPLETE SET OF LABELS BELOW (See General Instructions 4, 5 and 7) 01. THIS LABEL MUST APPEAR ON THE FRONT OF THE CONTAINER. 15 PASO ROBLES The Hedge
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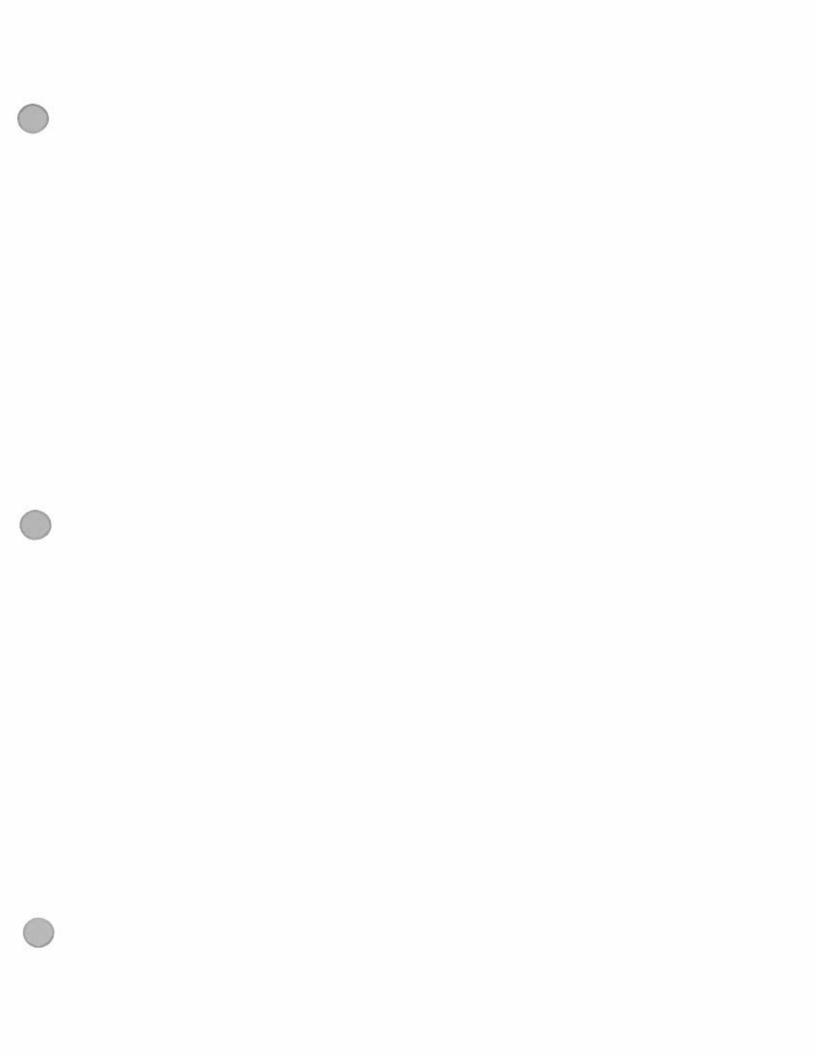
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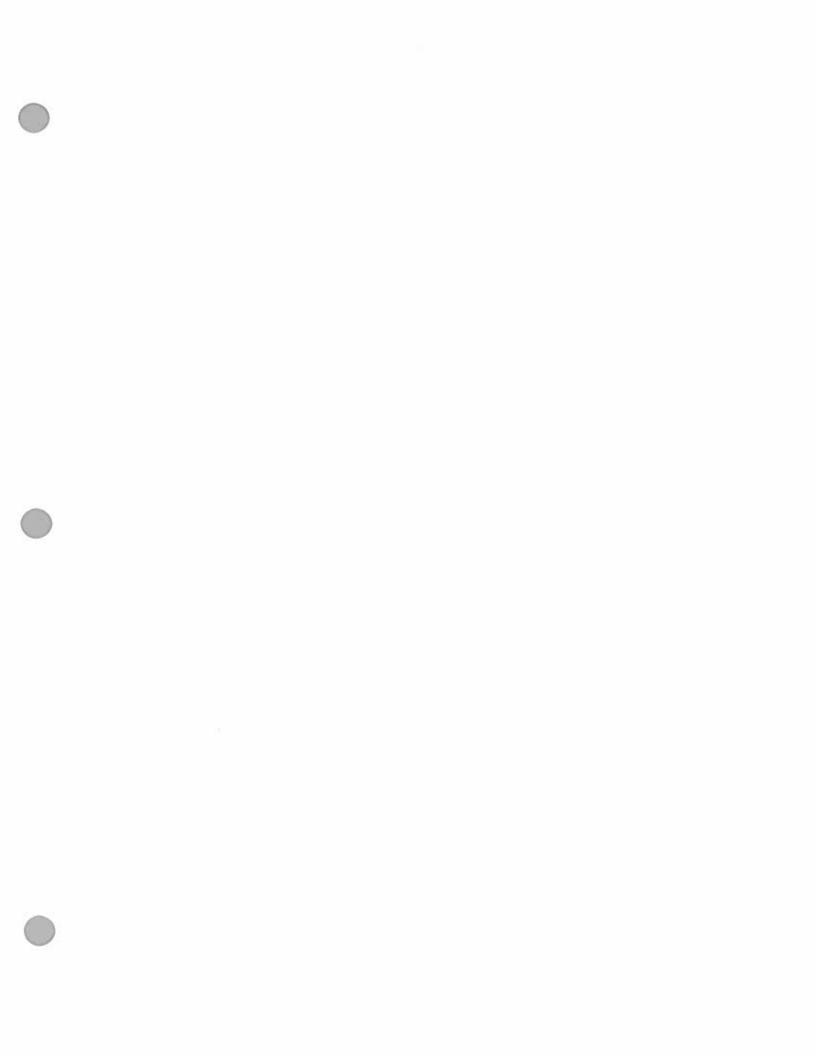
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PREVIOUS EDITIONS ARE OBSOLETE

TTB F 5100.31 (6/2006)



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C. BRAND NAME (Required)		TON (Chark andicable bos (cs))
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TTB F 5100.31 (6/2006)

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0 8 T H O 6	MALT DEVERAGES	80 MAILING ADDRESS, IF DIFFEI	RENT
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Terry Hoage Vineyards FANCIFUL NAME (If any		PASO ROBLES, CA 93447	San Description
THE PICK		LAG NO & DATE/PRE-	B. TYPE OF APPLICATION (Check applicable Lor(es)) a ☑ CERTIFICATE OF LABEL APPROVAL
EMAIL ADDRESS hel@compli-beverage.com	10. FORMULASOP NO. II (If any)	IMPORT NO. & DATE (If any)	GENTIFICATE OF EXEMPTION FROM LEGEL APPROVE
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Under the penalties of perio	ury, I declare; that all statemen	is opposing on this application ato its s form, including supplemental docume	on the state of the best of my knowledge and belief; use and correct programming the content of the compiled with the conditions and instructions which are compiled with the conditions and instructions.
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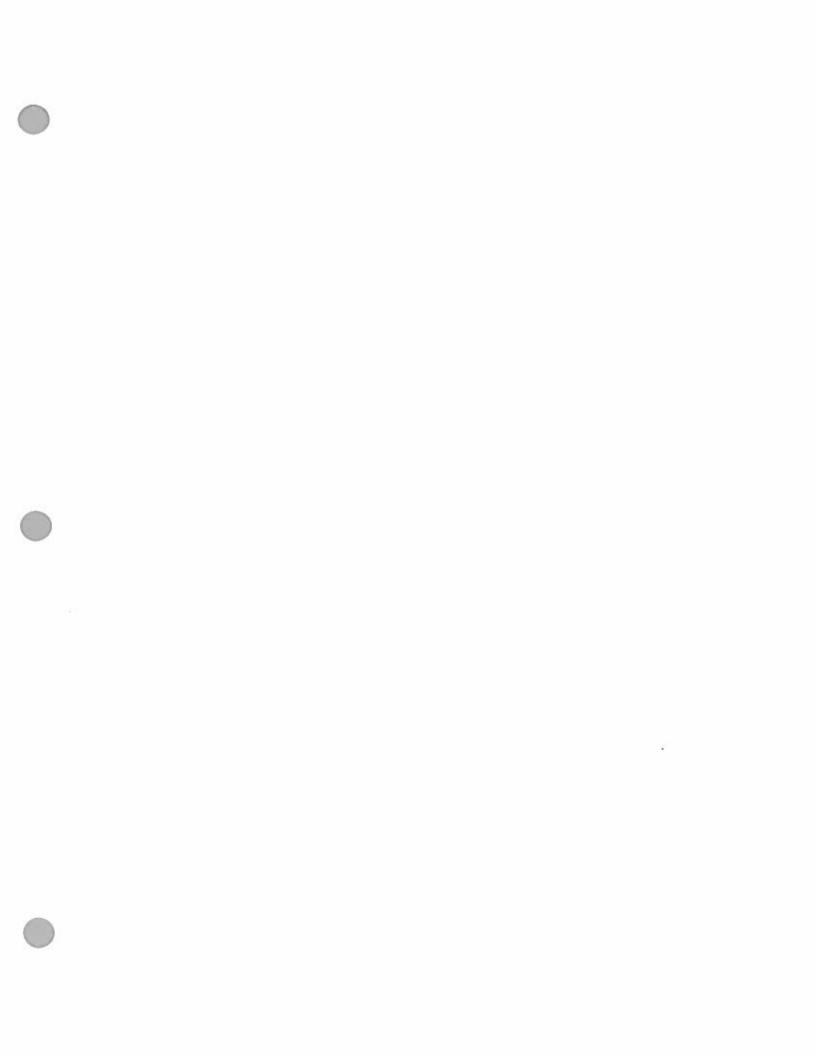
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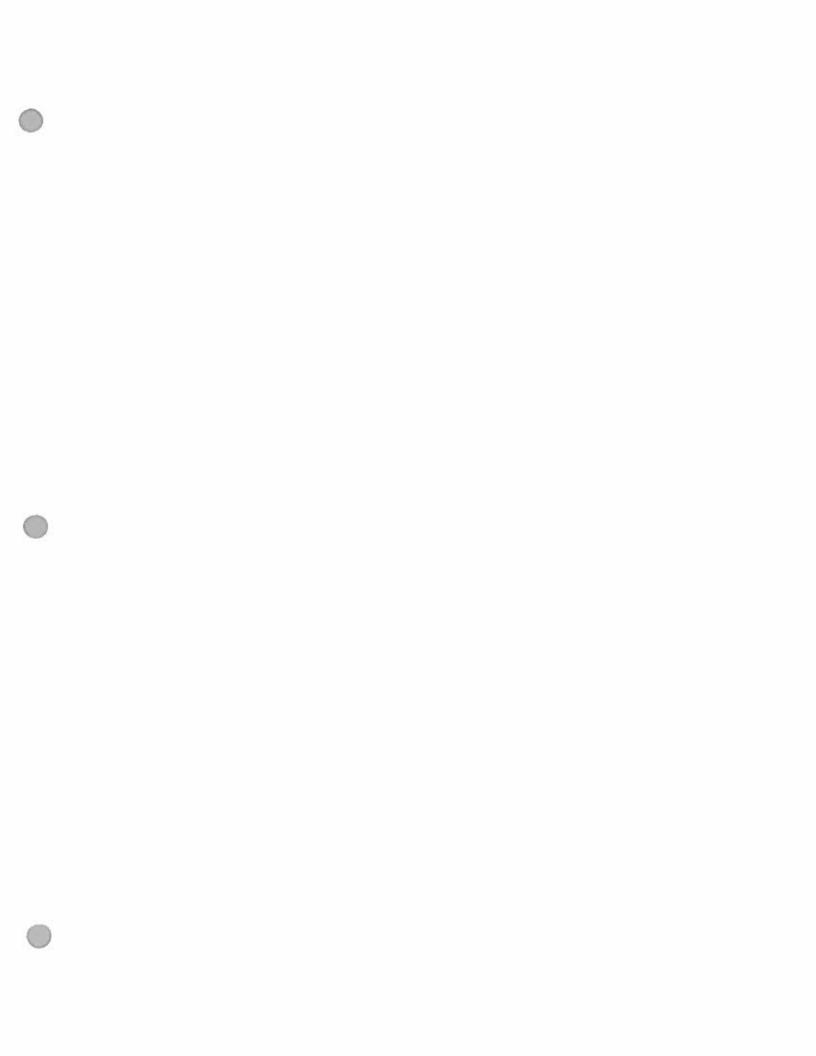


TB ID	LIB DYL UNI A		DEPARTMENT OF THE TREASURY
09069-000-	000057	~\)	ALCOHOL AND TOBACCO TAX AND TRADE BUREAU APPLICATION FOR AND CERTIFICATION/EXEMPTION OF LABEL/BOTTLE APPROVAL
PLANT REGISTRY/BASIC		וטיי	(See Instructions and Paperwork Reduction Act Notice Below)  PART 1 - APPLICATION
ERMITÆRENERS NO (Require) NYN-CA-15141	ited) SOURCE OF (Required)	- Imported	8 NAME AND ADDRESS OF APPLICANT AS BHOWN ON PLANT REGISTRY, BASIC PERMIT, OR BREWER'S NOTICE, INCLUDE APPROVED DBA OR TRADENAME II USED ON THE LABEL (Required) Scrinc-Cambonan Vineyard, Inc.
SERIAL NUMBER (Red	5. TYPE OF	PRODUCT	dia Terry House Vineyards 870 Arbor Rd Paso Robles, CA 93446
0 9 T H 0 BRAND NAME (Requir	R MALT BE	ED SPIRITS EVERAGES	8a. MAILING ADDRESS, IF DIFFERENT
erry Hoage Vineyards FANCIFUL NAME (# = lam Bam	my)		
E-MAIL ADDRESS confer@terrylongevine .com		ULA/SOP NO	11. LAB, NO. & DATE/PRE- IMPORT NO. & DATE (# any)  ■ CERTIFICATE OF LABEL APPROVAL  □ CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL
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5 WINE VINTAGE DATE (Il on label)	18. PHONE NUM	-2083	17. FAX NUMBER  (Fil in amount)  d [] RESUDMISSION AFTER REJECTION  THE ID
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3. DATE ISSUED MAR 1 9 7009	24 AUTHOR		PART III - TTB CERTIFICATE  10/2 regulations, and conditions as set forth in the instructions portion of this form.  URE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU  FOR TTB USE ONLY
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	OMB No. 1513-0020 (01/31/200
FOR TTB USE ONLY 09069-000-000058	DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU APPLICATION FOR AND CERTIFICATION/EXEMPTION OF
1 REILONNO (Hany) CT ( OR)	LABEL/BOTTLE APPROVAL (See Instructions and Paperwork Reduction Act Neico Below)
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). BRAND NAME (Required) Terry Hoage Vineyards	
r. FANCIFUL NAME (If any) The Gap	
D. E-MAIL ADDRESS confict(Pierryhoagevineyard (# any) Confi	IND. III. LAD. NO. & DATE/PRE- IMPORT NO. & DATE (If any)    CERTIFICATE OF LABEL APPROVAL
2. NET CONTENTS 13, ALCOHOL 14.	WINE APPELLATION (If on label)  Rubles  Districtive Liquor Dottle Approval Total  Bottle Apacity Before Closure
5 WINE VINTAGE 16 PHONE NUMBER DATE (If on label)	17. FAX NUMBER  d TRESUBMISSION AFTER REJECTION TID 10
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	NATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU
	FOR TTB USE ONLY
DUALIFICATIONS	<del></del>
	EXPIRATION DATE (Hony)
FFIX COMPLETE SET OF LABELS BELOW (See Gen	eral instructions 4, 6, and 7)
	2008 The Gap PASO ROBLES 40% GRENACHE BLANC, 40% ROUSSANNE
	Terry Hooga Yinoyards Is a 2d acre family owned viney and located cill Colifornia Highway 40 West. We are also cated to mesterbous forming process and blessed by nature's solls and famile.
	FRODUCED & BOTHED BY SERRY HOAGE VINEYARDS PASO FORCES CALFORNA 805.728.7083 805.728.7091 FAX Worklength progriseproducern
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The Gap	Temp Hongs Vinegerids to not off lasted with Hegyes wines or the Hogyes Collect CONTAINS SUBFIES  ACT 15th Sy Vine

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09063-000-0			DEPARTI	MENT OF THE TRE	ASURY
	00059	0.1	APPLICATION FOR A	DBACCO TAX AND T ND CERTIFICATI	RADE BUREAU ON/EXEMPTION OF
2 FM ASSE DEMONSTRATE - ALE	CT Y	PR()	LABEL	IBOTTLE APPRO	VAL
2. PLANT REGISTRY/BASIC PERMIT/BREVERS NO (Rec	BOURCE OF PR	ODUCT [	P	ART I - APPLICATION	
BWN-CA ISHI	(Required)	⊐ <sub>tmported</sub> 8	NAME AND ADDRESS OF APP PERMIT, OR BREWER'S NOTI USED ON THE LABEL (Requir Tine-Cannonau Vineyard, Inc		N PLANT REGISTRY, BAS EO DBA OR TRADENAME
SERIAL NUMBER (Re	quived) 5. TYPE OF PR	RODUCT	rine-Cannonau Vineyard, Inc. on Terry Honge Vineyards		
YEAR	(Required)	87	70 Arbor Rd iso Robles, CA 93446		
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0 9 T H	MALT BEVE	RAGES	MAILING ADDRESS, IF DIFFE	RENT	
Terry Hoage Vineyards					
. FANCIFUL NAME (III.	nny)				
P. E-MAIL ADDRESS	10. FORMUL	A/SOP NO 11.	LAB. NO. & DATE/PRE-	ha TYPE OF APPLICAT	OH (Glieck applicable hor(es))
ennifer@terryboagevin .com	eyard (If any)		IMPORT NO. & DATE (If any)	a ☑ CERTIFICATE OF I	
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5 WINE VINTAGE	16 PHONE NUMBE	R I	7. FAX NUMBER	(Fill in amount)	BEFORE CLOSURE
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DATEISSUED	o is issued aubled to ap	oplicable lave.	Jennifer  TTB CERTIFICATE  Quiations, and conditions as set  ALCOHOL AND TOBACCO TAX	House/ secretary  forth in the instructions  AND TRACE BUREAU	portion of this form
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SERIAL NUMBER (Required) 5. TYPE OF PRODU	other levels	Historie V	nequelative	
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ndor the penalties of perjury, I declare: that all state nd, that the representations on the labels atlached to	PART II - APPLICANT'S C	cation are true an	d correct to the best of my knowledge a	nd hellet
nd, that the representations on the labels attached to ontainers to which those labels will be applied. I also tached to an original TTB F 5100.31, Certificate/Exe	The state of the s	COLUMN WAPPHISHER!	truly and correctly represent the conten- plied with the conditions and instructions	no odler; il of the Ewhich are
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APR 14 7010 Stite Sycology	GNATURE, ALCOHOL AND	TOBACCO TAX A	ND TRADE BUREAU	-
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1 REP[100/10. (If any)	CT X/ OR/)	LABEI (See Instructions am	L/BOTTLE APPROVAL d Papenvolk Reduction Act Notice Balaw)
2 PLANT REGISTRY/BASIC PERMIT/BREVER'S NO. (Requ	sounce of PRODUCT	P	PART I - APPLICATION
BWN ISIN	(Required)	USED ON THE LABEL (Regul	PLICANT AS SHOWN ON PLANT REGISTRY, BASIC ICE, INCLUDE APPROVED DBA OR TRADENAME IF (red)
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10 TH 4	O DISTILLED SPIRITS MALT BEVERAGES	Aus Pasiton, CA	
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B E-MAIL ADDRESS	10 FORMULA/SOP NO.	11 LAD, NO. & DATE/PRE-	
grown for to territ	(if any)	IMPORT NO. & DATE (If any)	** TYPE OF APPLICATION (Check applicable ton(es))  ** GERTIFICATE OF LABEL APPROVAL
12 NET CONTENTS	13 ALCOHOL 14 WINI	E APPELLATION (if on label)	CERTIFICATE OF EXELPTION FROM LABEL APPROVAL  "For sale in only" (Fill an State abbreviation)
/5	CONTENT	, i'. l. li 54	C DISTINCTIVE LIQUOR BOTTLE APPROVAL TOTAL
15 WINE VINTAGE DATE (If on label)	16 PHONE NUMBER	17. FAX NUMBER	BOTTLE CAPACITY BEFORE CLOSURE
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linched to an original TTB	F 5100.31, Certificate/Exemption	' inot i navo fead, understood, and c	e and correct to the bost of my knowledge and belief; ats, truly and correctly represent the content of the compiled with the conditions and instructions which are
This certificate is APR 1 & 2010	F 5100.31, Certificate/Exemption Signature of APPLICANT sissed subject to applicable have AUTHORIZED SIGNATURE.	of Labelisottle Approval. OR AUTHORIZED AGENT 22. PRII	NT NAME OF APPLICANT OR AUTHORIZED AGENT
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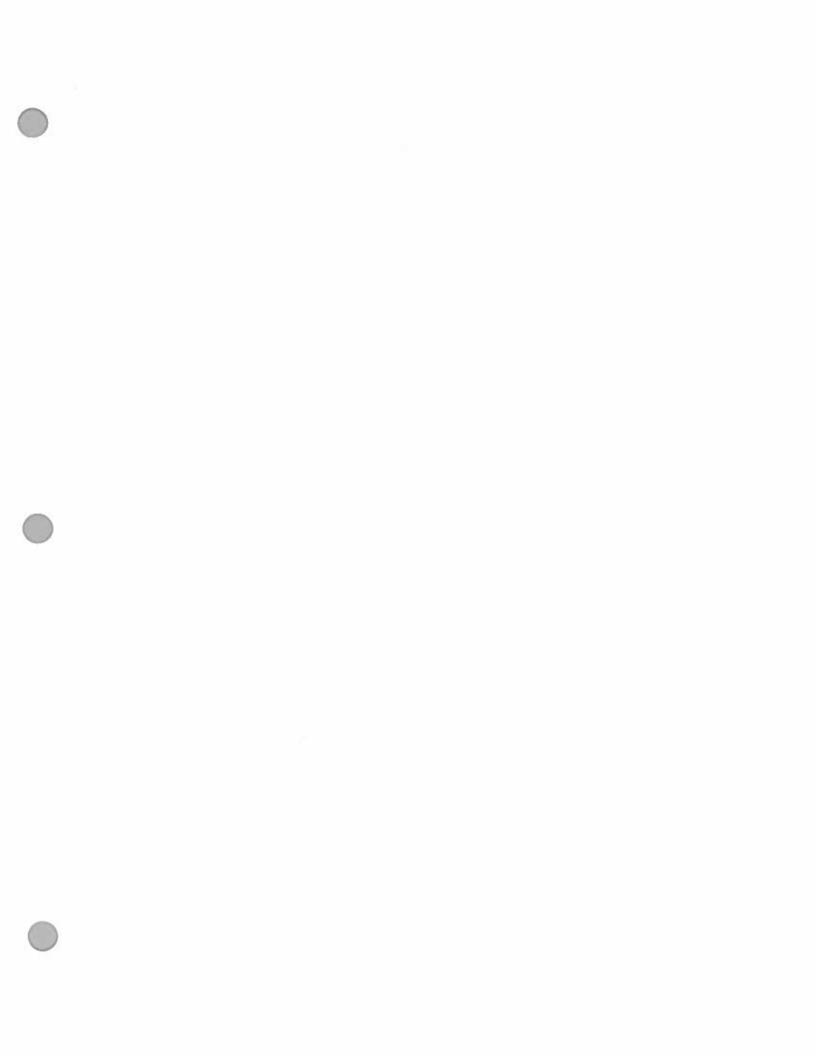
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Under the penalties of perjury, I declare: that all s and, that the representations on the labels attach containers to which these labels will be applied. I	istements app	paaring on this applicate I, including supplements	on are true	and correct to the best of my k	nowledge and belief;
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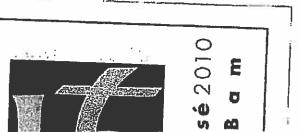
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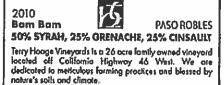
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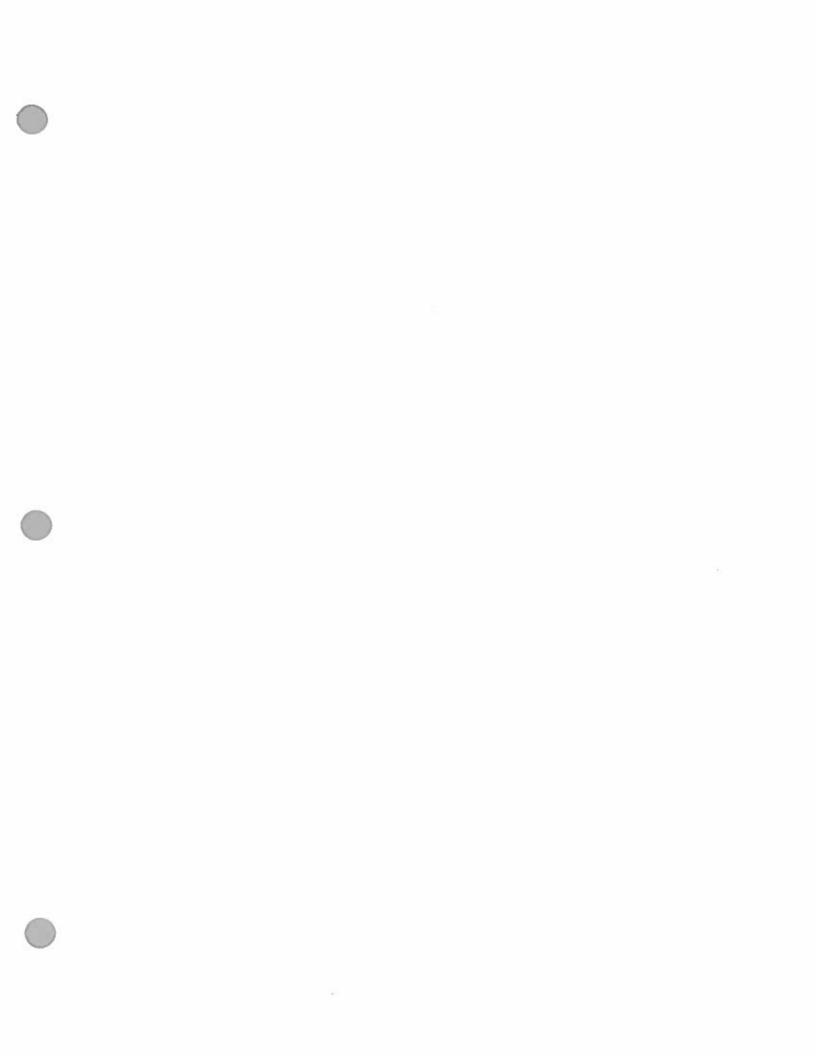


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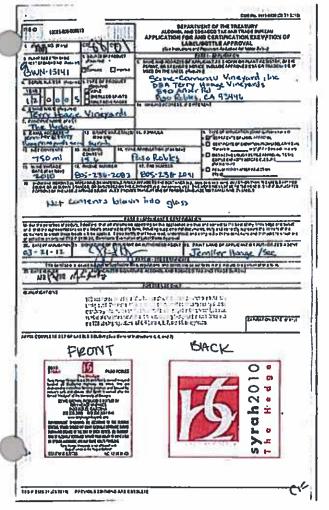
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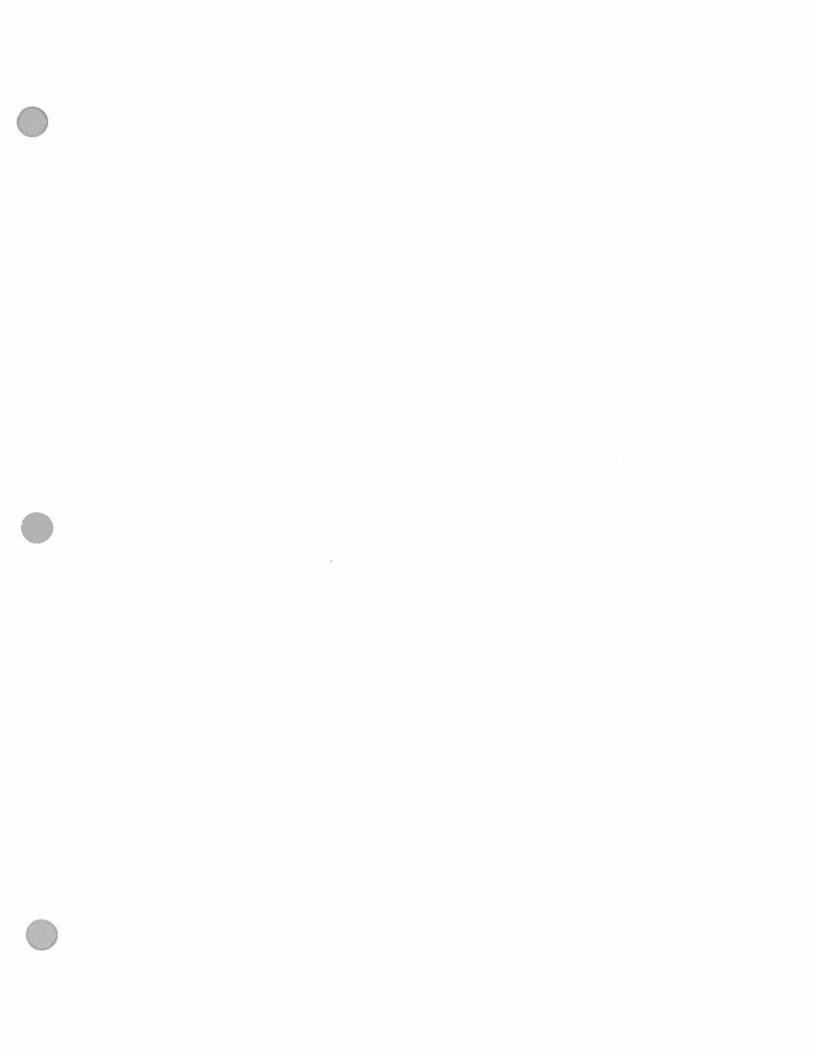
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FOR TTR	LISE ONLY		OMB No. 1513-0020 (07/31/2015
FOR TTB USE ONLY  TTB ID  13121001000505		ALCOHOL AND APP	MENT OF THE TREASURY TOBACCO TAX AND TRADE BUREAU LICATION FOR AND EXEMPTION OF LABEL/BOTTLE APPROVAL
1. REP. ID. NO. (If any)	CT OR 88 01	(See Instructions and	APPROVAL I Paperwork Reduction Act Notice on Back)
		II PART I - APPLICATION	
2. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Required)	3. SOURCE OF PRODUCT (Required)  ✓ Domestic	8. NAME AND ADDRESS O	OF APPLICANT AS SHOWN ON PLANT FOR BREWER'S NOTICE. INCLUDE APPROVED JSED ON LABEL (Required)
BWN-CA-15141	: Imported	TERRY HOAGE VINEYARI 870 ARBOR RD	DS, SERINE-CANNONAU VINEYARD, INC.
4. SERIAL NUMBER (Required)	5. TYPE OF PRODUCT (Required)	PASO ROBLES CA 93446	
130004	✓ WINE  DISTILLED SPIRITS  ON THE PROPERTY OF THE PROPERT	TERRY HOAGE VINEYARD	OS (Used on label)
	MALT BEVERAGE	,	
6. BRAND NAME (Require TERRY HOAGE VINEYAR	RDS	8a. MAILING ADDRESS, IF	DIFFERENT
T. FANCIFUL NAME (If at THE 46	<i>(ער</i>		
9. EMAIL ADDRESS Info@lerryhoagevinoyards.	10. GRAPE VARIETAL(S) (If any)	11. FORMULA	18. TYPE OF APPLICATION (Check applicable box(es))
12. NET CONTENTS	Grenache, Syrah	14. WINE	a. CERTIFICATE OF LABEL APPROVAL
750 MILLILITERS	CONTENT 15.2	APPELLATION IF ON LABEL PASO ROBLES	b. CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL "For sale inonly" (Fill in State abbreviation.)
5. WINE VINTAGE DATE I ON LABEL 2011	16. PHONE NUMBE (805) 238-2083	R 17. FAX NUMBER (805) 238-2091	DISTINGTIVE LIQUOR BOTTLE APPROVAL.  C. TOTAL BOTTLE CAPACITY BEFORE CLOSURE(Fill In amount)
			d. RESUBMISSION AFTER REJECTION TTB ID. NO
19. SHOW ANY INFORMAT IT DOES NOT APPEAR ON APPEARING ON LABELS.	TION THAT IS BLOWN, BI THE LABELS AFFIXED E	RANDED, OR EMBOSSED ON BELOW. ALSO, SHOW TRANS	I THE CONTAINER (e.g., net contents) ONLY IF SLATIONS OF FOREIGN LANGUAGE TEXT
	PART II - A	PPLICANT'S CERTIFIC	ATION
correctly represent the contr	ry, I declare; that all staten that the representations on	nents appearing on this application the labels attached to this form	tion are true and correct to the best of my n, including supplemental documents, truly and I also certify that I have read, understood and 5100.31, Certificate/Exemption of Label/Bottle
0. DATE OF PPLICATION 05/01/2013 (Application	URE OF APPLICANT OR was e-filed)	AUTHORIZED AGENT	22. PRINT NAME OF APPLICANT OR AUTHORIZED AGENT Jennifer Hoage

10/22/2014

OMB No. 1513-0020

# **PART III - TTB CERTIFICATE**

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of

23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

06/05/2013

#### FOR TTB USE ONLY

#### QUALIFICATIONS

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

**EXPIRATION DATE** (if any)

**STATUS** 

THE STATUS IS APPROVED.

**CLASS/TYPE DESCRIPTION** 

DESSERT /PORT/SHERRY/(COOKING) WINE

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 2.81 inches W X 3.08 inches H

2011 The 46



**PASO ROBLES** 

**50% GRENACHE 50% SYRAH** 

Terry Hooge Vineyards is a 26 acre family owned vineyard located all California Highway 46 West. We are dedicated to meticulous farming practices and blessed by noture's soils and climate. Our Grenoche-Syrah blend is named after the famed 46 defense that tarry played for coach Buddy Ryan.

ESTATE GROWN, PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBLES, CALIFORNIA 805.238.2083 805.238.2091 FAX www.lerryhoogevineyords.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD HOT DRINK ALCOHOLIC NEVERAGES DURING PREGNANCY DECAUSE OF THE RISK OF BIRTH DETECTS. (2) CONSUMP-TION OF ALCOHOLIC BEYERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Terry Hooge Vineyards is not affiliated with Hogue wines or the Hogue Cellars\*

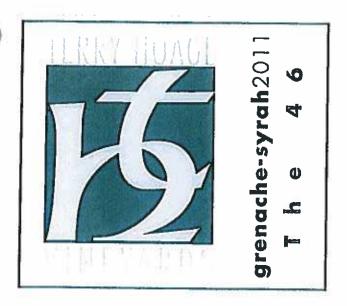
CONTAINS SUIFITES

ALC: 15.2% BY VOL.

Image Type:

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Actual Dimensions: 3.66 inches W X 3.22 inches H



OMB No. 1513-0020 (07/31/2015)

FO	R TTB US	E ONLY			DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU						
TTB ID 1312100100050	07			CI	ERTIFICATION/E	XE	ATION FOR AND MPTION OF LABEL/BOTTLE PPROVAL				
1. REP. ID. NO.	(if any) CT		OR 01		(See Instructions and Paperwork Reduction Act Notice on Back)						
			P	AR	ART I - APPLICATION						
2. PLANT REGISTRY/BAS PERMIT/BREW NO. (Required)	SIC PR ER'S	Domestic	Required)	REC DB	8. NAME AND ADDRESS OF APPLICANT AS SHOWN ON PLANT REGISTRY, BASIC PERMIT OR BREWER'S NOTICE. INCLUDE APPROVED DBA OR TRADENAME IF USED ON LABEL (Required)						
BWN-CA-1514	1 3	Imported			ERRY HOAGE VINEYARD 'O ARBOR RD	s, s	ERINE-CANNONAU VINEYARD, INC.				
4. SERIAL NUN (Required)		TYPE OF equired)	PRODUCT	PA	ASO ROBLES CA 93446						
130006	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	✓ WINE  DISTILLED SPIRITS  MALT BEVERAGE			ERRY HOAGE VINEYARD	S (U	lsed on label)				
6. BRAND NAME (Required) TERRY HOAGE VINEYARDS					8a. MAILING ADDRESS, IF DIFFERENT						
7. FANCIFUL NA	AME (If any)		ta i				15				
9. EMAIL ADDRI Info@terryhoage		10. GR VARIE (If any	TAL(S)	1	11. FORMULA  18. TYPE OF APPLICATION (Check applicable box(es))  a. CERTIFICATE OF LABEL APPROVAL						
12. NET CONTE 750 MILLILITER			COHOL		14. WINE APPELLATION IF ON LABEL PASO ROBLES	<u> </u>	OF STIFFS ATE OF EVENOVINI EDOM LABEL				
15. WINE VINTA ON LABEL 2011	GE DATE IF	10	ONE NUMBI 238-2083	ER	17. FAX NUMBER (805) 238-2091	0	DISTINCTIVE LIQUOR BOTTLE APPROVAL. TOTAL BOTTLE CAPACITY BEFORE CLOSURE (Fill in amount)  RESUBMISSION AFTER REJECTION TTB ID, NO				
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20. DATE OF APPLICATION 05/01/2013	21. SIGNATU (Application			OR A	UTHORIZED AGENT		22. PRINT NAME OF APPLICANT OR AUTHORIZED AGENT Jennifer Hoage				

OMB No. 1513-0020

#### PART III - TTB CERTIFICATE

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this form.

23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

06/05/2013

alapio S. Jawell

### FOR TTB USE ONLY

#### QUALIFICATIONS

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

EXPIRATION DATE (If any)

STATUS

THE STATUS IS APPROVED.

CLASS/TYPE DESCRIPTION

DESSERT /PORT/SHERRY/(COOKING) WINE

AFFIX COMPLETE SET OF LABELS BELOW

Brand (front)

Image Type:

Actual Dimensions: 2.81 inches W X 3.08 inches H

2011 **SYRAH** 



#### **PASO ROBLES**

Terry Hoage Vineyards is a 26 acre family owned vineyard located off California Highway 46 West. We are dedicated to meticulous farming practices and blessed by nature's soils and climate. Our Syroh is named after the famed "Hedges" of the University of Georgia.

ESTATE GROWN, PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBIES, CALIFORNIA 805.238.2083 805.238.2091 FAX www.lerryhoogevineyards.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD HOT DRINK ALCOHOLIC BEYERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEVERAGES LAPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Terry Hooge Vineyards is not offittated with Hogue wines or the Hogue Cellars\*

CONTAINS SULFITES

ALC. 15.4% BY VOL

Image Type:

Back

10/22/2014 OMB No. 1513-0020



OMB No. 1513-0020 (07/31/2015)

				OMB No. 1513-0020 (07/31/2015)					
FOR TTB  TTB ID  13121001000508	USE ON	LY	С	DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU APPLICATION FOR AND CERTIFICATION/EXEMPTION OF LABEL/BOTTLE APPROVAL					
1. REP. ID. NO. (If any)	CT 88	OR 01		(See Instructions and Paperwork Reduction Act Notice on Back)					
		F	AR	ART I - APPLICATION					
2. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Required)	✓ Dome	「(Required)	DB	GISTRY, BASIC PERMIT A OR TRADENAME IF U	r or USED	• • •			
BWN-CA-15141	: [mpor	ed	87	ERRY HOAGE VINEYARD 'O ARBOR RD	DS, S	ERINE-CANNONAU VINEYARD, INC.			
4. SERIAL NUMBER (Required)	5. TYPE C (Required	F PRODUCT	PA	ASO ROBLES CA 93446					
130009	√ WINE		TE	ERRY HOAGE VINEYARD	DS (L	Jsed on label)			
		LED SPIRITS							
1	- MALT	BEVERAGE .							
6. BRAND NAME (Requi	red)		8a.	8a. MAILING ADDRESS, IF DIFFERENT					
TERRY HOAGE VINEYAL					_,,,				
7. FANCIFUL NAME (If a	ny)								
9. EMAIL ADDRESS	hear.	GRAPE IETAL(S)	11. FORMULA 18. TYPE OF APPLICATION (Check applicable box(es))						
Info@lerryhoagevineyards	Gre Pic				a	• •			
12. NET CONTENTS 750 MILLILITERS		ALCOHOL TENT		14. WINE APPELLATION IF ON LABEL	1	CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL "For sale in only" (Fill in State abbreviation.)  DISTINCTIVE LIQUOR BOTTLE APPROVAL.			
15. WINE VINTAGE DATE	IF 16.F	HONE NUMBE	R	PASO ROBLES 17. FAX NUMBER	ء إ	TOTAL DOTTLE GADAGITU GEFORE			
ON LABEL 2012		5) 238-2083	•13	(805) 238-2091	d	RESUBMISSION AFTER REJECTION			
IT DOES NOT APPEAR O	19. SHOW ANY INFORMATION THAT IS BLOWN, BRANDED, OR EMBOSSED ON THE CONTAINER (e.g., net contents) ONLY IF IT DOES NOT APPEAR ON THE LABELS AFFIXED BELOW. ALSO, SHOW TRANSLATIONS OF FOREIGN LANGUAGE TEXT APPEARING ON LABELS.								
		PART II - A	\PP	LICANT'S CERTIFI	CA	TION			
knowledge and belief; and correctly represent the cor	, that the re ntent of the	presentations o containers to wi	n the hich t	e labels attached to this for these labels will be applied	rm, Ir d. I al	are true and correct to the best of my ncluding supplemental documents, truly and so certify that I have read, understood and 00.31, Certificate/Exemption of Label/Bottle			
ADDITION	TURE OF on was e-fil		R Al	JTHORIZED AGENT		22. PRINT NAME OF APPLICANT OR AUTHORIZED AGENT			

05/01/2013

OMB No. 1513-0020

Jennifer Hoage

### **PART III - TTB CERTIFICATE**

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23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

06/05/2013

alexis S. Jawell

#### FOR TTB USE ONLY

#### QUALIFICATIONS

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EXPIRATION DATE (if any)

**STATUS** 

THE STATUS IS APPROVED.

**CLASS/TYPE DESCRIPTION** 

DESSERT /PORT/SHERRY/(COOKING) WINE

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 2.81 inches W X 3.08 inches H

2012 The Gap 烙

PASO ROBLES

60% GRENACHE BLANC, 30% PICPOUL BLANC, 10% ROUSSANNE

Torry Hoage Vineyards is a 26 acre family owned vineyard located off California Highway 46 West. We are dedicated to meticulous farming practices and blessed by nature's soils and climate.

PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBLES, CAUFORNIA 805.238.2083 805.238.2091 FAX ywww.letryhoogevineyards.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGHANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEVERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Terry Hooge Vineyords is not affiliated with Hogue wines or the Hogue Cellars.

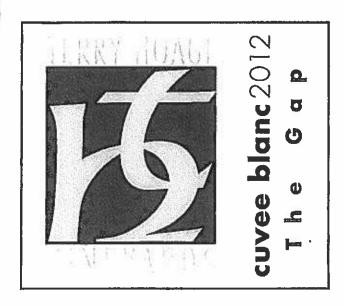
**CONTAINS SULFITES** 

ALC. 14.5% BY VOL

Image Type:

Back

10/22/2014 OMB No. 1513-0020



FOR TTB U	SE ONLY		DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU						
TTB ID 13121001000509			APPL	LICATION FOR AND EXEMPTION OF LABEL/BOTTLE APPROVAL					
M , , , , ,	88	OR 01	(See Instructions and Paperwork Reduction Act Notice on Back)						
REGISTRY/BASIC P	SOURCE ORODUCT (F	OF Regulard)	ART I - APPLICATION  8. NAME AND ADDRESS OF APPLICANT AS SHOWN ON PLANT REGISTRY, BASIC PERMIT OR BREWER'S NOTICE. INCLUDE APPROVED DBA OR TRADENAME IF USED ON LABEL (Required)						
BWW-CA-15141	Imported		TERRY HOAGE VINEYARD 870 ARBOR RD	OS, SERINE-CANNONAU VINEYARD, INC.					
(Required) (f	TYPE OF P	RODUCT	PASO ROBLES CA 93446						
130007	✓ WINE		TERRY HOAGE VINEYARD	S (Used on label)					
	MALT BEV	1							
6. BRAND NAME (Required ERRY HOAGE VINEYARD	•		Ba. MAILING ADDRESS, IF DIFFERENT						
7. FANCIFUL NAME (If any, THREE-FOUR	)								
9. EMAIL ADDRESS Info@terryhoagevineyards.cc	10. GRA VARIET (If any) Syrah		11. FORMULA	18. TYPE OF APPLICATION (Check applicable box(es)) a.					
12. NET CONTENTS 750 MILLILITERS	13. ALC CONTE 15.2		14. WINE APPELLATION IF ON LABEL DASO ROBLES  CERTIFICATE OF LABEL APPROVAL D. CERTIFICATE OF EXEMPTION FROM APPROVAL "For sale in anily" (Fill in State abbreviation.)						
15. WINE VINTAGE DATE IF ON LABEL 2011		NE NUMBER 38-2083	17. FAX NUMBER (805) 238-2091	DISTINCTIVE LIQUOR BOTTLE APPROVAL.  TOTAL BOTTLE CAPACITY BEFORE CLOSURE (Fill in amount)  d. RESUBMISSION AFTER REJECTION TTB ID. NO.					
19. SHOW ANY INFORMATI IT DOES NOT APPEAR ON APPEARING ON LABELS.	ON THAT IS THE LABELS	BLOWN, BR S AFFIXED BI	ANDED, OR EMBOSSED ON ELOW. ALSO, SHOW TRANS	N THE CONTAINER (e.g., net contents) ONLY IF SLATIONS OF FOREIGN LANGUAGE TEXT					
	P	ART II - AF	PPLICANT'S CERTIFIC	CATION					
correctly represent the conter	/, I declare; t at the repres	hat all stateme sentations on ainers to which	ents appearing on this application the labels attached to this form	ntion are true and correct to the best of my n, including supplemental documents, truly and I also certify that I have read, understood and 5100.31, Certificate/Exemption of Label/Bottle					
20. DATE OF 21. SIGNATU (Application v		LICANT OR	AUTHORIZED AGENT	22. PRINT NAME OF APPLICANT OR AUTHORIZED AGENT Jennifer Hoage					

OMB No. 1513-0020

### PART III - TTB CERTIFICATE

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this form.

23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

06/05/2013

Olapio S. Jawell

### FOR TTB USE ONLY

#### **QUALIFICATIONS**

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

EXPIRATION DATE (If any)

STATUS

THE STATUS IS APPROVED.

**CLASS/TYPE DESCRIPTION** 

DESSERT /PORT/SHERRY/(COOKING) WINE

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

ctual Dimensions: 2.81 inches W X 3.08 inches H

2011



### **PASO ROBLES**

Terry Hoogo Vineyards is a 26 oare family owned vineyard located off California Highway 46 West. We are dedicated to meticulous farming practices and blessed by noture's soils and climate. Three-four Syroh is taken from a densely planted (3'x4') block of own rooted syroh planted for and shared with Justin Smith, it also hoppens to be Terry's fersey number for many of his playing days in the NFL.

ESTATE GROWN, PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBLES, CALIFORNIA 805.238.2091 FAX www.lerryhoogevineyards.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGHANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEVERAGES LIKPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

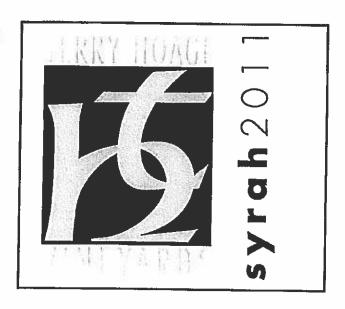
Terry Hoage Vineyords is not affiliated with Hague wines or the Hague Cellars\*

CONTAINS SULFITES

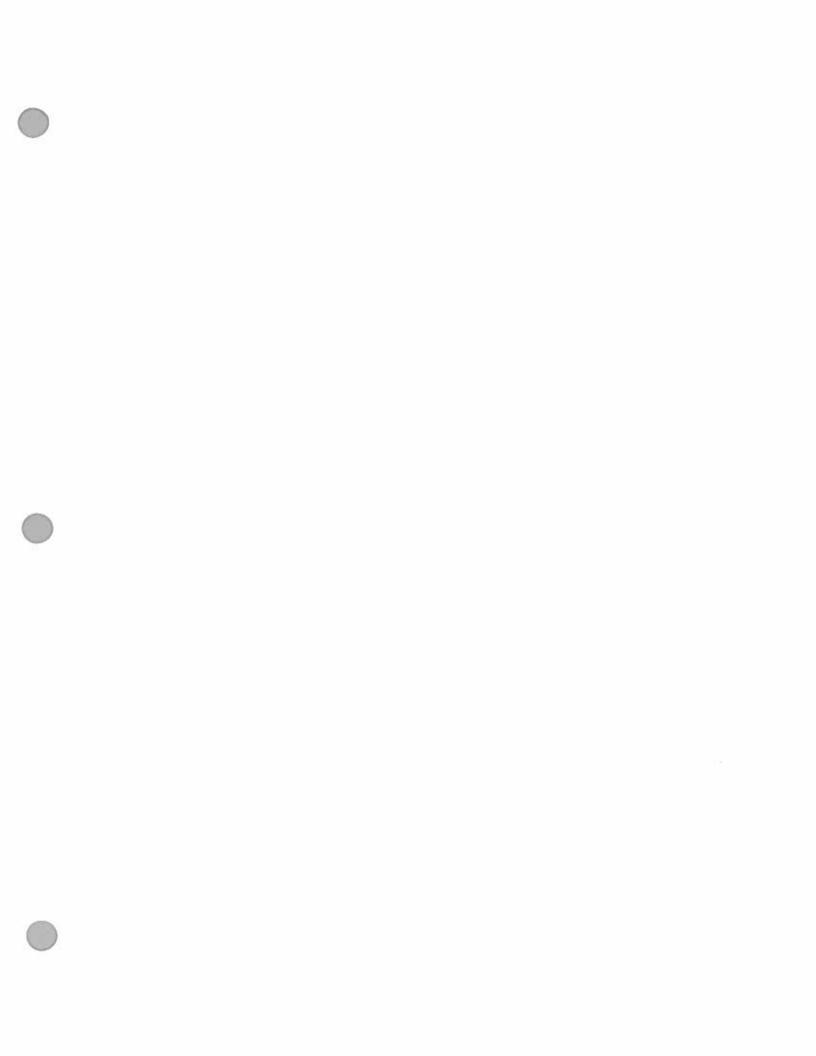
AIC. 15.2% BY VOL

trage Type:

ack



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FOR TTB	USE	ONLY	′		DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU						
TTB ID 14051001000614				_	APPLICATION FOR AND CERTIFICATION/EXEMPTION OF LABEL/BOTTLE						
14031001000014				APPROVAL							
1. REP. ID. NO. (If any)	СТ		OR		(See Instructions and Paperwork Reduction Act Notice on Back)						
	81		01								
					N						
			Р		TI-APPLICATION						
2. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Required)	EGISTRY/BASIC PRODUCT (Required)					8. NAME AND ADDRESS OF APPLICANT AS SHOWN ON PLANT REGISTRY, BASIC PERMIT OR BREWER'S NOTICE. INCLUDE APPROVED DBA OR TRADENAME IF USED ON LABEL (Required)					
BWN-CA-15141	3 2 1	mported			ERRY HOAGE VINEYARD 70 ARBOR RD	S, SER	INE-CANNONAU VINEYARD, INC.				
4. SERIAL NUMBER (Required)		PE OF ulred)	PRODUCT	Ρ̈́/	ASO ROBLES CA 93446						
140002	4 1	WINE		TE	ERRY HOAGE VINEYARD	S (Use	d on label)				
	, ,	DISTILLE	O SPIRITS								
	: 1	MALTBE	VERAGE								
C DDAND NAME (D				_	90 MAII ING ADDRESS IS DISSEDENT						
8. BRAND NAME (Requi TERRY HOAGE VINEYA	•			8a. MAILING ADDRESS, IF DIFFERENT							
7. FANCIFUL NAME (If a	ny)										
PIK POOL											
9. EMAIL ADDRESS Info@terryhoagevineyards	com	10. GR VARIE (If any)	TAL(S)		11. FORMULA	(Chec	PE OF APPLICATION k applicable box(cs))				
			Il Blanc			a. 	CERTIFICATE OF LABEL APPROVAL				
12. NET CONTENTS 750 MILLILITERS		13. ALC CONTE 13.8	COHOL ENT		14. WINE APPELLATION IF ON LABEL PASO ROBLES	b.	CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL "Forsale in only" (Fill in State abbreviation.)				
15. WINE VINTAGE DATE ON LABEL	IF		ONE NUMBE 238-2083	R	17. FAX NUMBER (805) 238-2091	C.	DISTINCTIVE LIQUOR BOTTLE APPROVAL. TOTAL BOTTLE CAPACITY BEFORE CLOSURE (Fill In amount)				
2013						d.	RESUBMISSION AFTER REJECTION TTB ID. NO				
19. SHOW ANY INFORM/ IT DOES NOT APPEAR O APPEARING ON LABELS NET CONTENTS BLOWN	N THE	LABEI	LS AFFIXED	RAN BEL	NDED, OR EMBOSSED OF OW. ALSO, SHOW TRAN	N THE	CONTAINER (e.g., net contents) ONLY IF DNS OF FOREIGN LANGUAGE TEXT				
		I	PART II - A	\PF	LICANT'S CERTIFIC	CATIC	ON				
Under the penalties of per knowledge and belief; and	jury, I o , that t	declare; he repr	that all state esentations o	men n the	ts appearing on this applica a labels attached to this for	alion ar m, inclu	e true and correct to the best of my ding supplemental documents, truly and				

correctly represent the content of the containers to which these labels will be applied. I also certify that I have read, understood and complied with the conditions and instructions which are attached to an original TTB F 5100.31, Certificate/Exemption of Label/Bottle

20. DATE OF APPLICATION 02/20/2014

Approval.

21. SIGNATURE OF APPLICANT OR AUTHORIZED AGENT

(Application was e-filed)

22. PRINT NAME OF APPLICANT OR AUTHORIZED AGENT
Jennifer Hoage

WIT: Reconstruction of the control o

OMB No. 1513-0020

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## **PART III - TTB CERTIFICATE**

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of

23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

03/18/2014

Patiers Zasadny

## FOR TTB USE ONLY

#### QUALIFICATIONS

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

EXPIRATION DATE (If any)

#### STATUS

THE STATUS IS APPROVED.

**CLASS/TYPE DESCRIPTION** 

**TABLE WHITE WINE** 

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 2.81 inches W X 3.08 inches H

2013



## PASO ROBLES

#### PICPOUL BLANC

Terry Hoage Vineyards is a 26 acre family owned vineyard located off California Highway 46 West. We are dedicated to meticulous farming practices and blassed by nature's soils and climate.

ESTATE GROWN, PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBIES, CALIFORNIA 805.238.2083 805.238.2091 FAX www.letryhoagevineyards.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEVERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Terry Hooge Vineyards is not affiliated with Hogue wines or the Hogue Cellars\*-

CONTAINS SULFITES

ALC. 13.8% BY VOL



Back



OMB No. 1513-0020 (07/31/2015)

			1							
FOR TTB US	E ONLY			ALCOHOL AND TO APPL	OBACCO '	THE TREASURY TAX AND TRADE BUREAU N FOR AND				
14051001000616			CE	CERTIFICATION/EXEMPTION OF LABEL/BOTTLE APPROVAL						
1. REP. ID. NO. (If any) CT		OR	(See Instructions and Paperwork Reduction Act Notice on Back)							
81	ł	01								
						Artin in Engage of Manager of Special				
		P	AR	I - APPLICATION						
REGISTRY/BASIC PR	REGISTRY/BASIC PRODUCT (Required)					ANT AS SHOWN ON PLANT IER'S NOTICE. INCLUDE APPROVED ABEL (Required)				
BWN-CA-15141	Imported			RRY HOAGE VINEYARD ARBOR RD	S, SERINE	-CANNONAU VINEYARD, INC.				
	TYPE OF equired)	PRODUCT		SO ROBLES CA 93446						
140004	WINE		TE	RRY HOAGE VINEYARD	S (Used or	n label)				
1	DISTILLE	D SPIRITS								
	MALTBE	EVERAGE								
6. BRAND NAME (Required)			Вa.	MAILING ADDRESS, IF I	DIFFEREN					
TERRY HOAGE VINEYARDS				•						
7. FANCIFUL NAME (If any)			1							
THE GAP										
9. EMAIL ADDRESS Info@terryhoagevineyards.co	10. GF VARIE	TAL(S)	<u> </u>	11. FORMULA		OF APPLICATION pplicable box(es))				
	Gren	eche Blanc, sanne, Picpot	ıl		a. •/*	CERTIFICATE OF LABEL APPROVAL				
12. NET CONTENTS		.COHOL		14. WINE APPELLATION IF ON	b.	CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL "For sale in only" (Fill in State				
750 MILLILITERS	13.6	CIVI		LABEL PASO ROBLES		abbroviation.) DISTINCTIVE LIQUOR BOTTLE APPROVAL.				
15. WINE VINTAGE DATE IF	16. PH	IONE NUMBI	ER	17. FAX NUMBER	C. *	TOTAL BOTTLE CAPACITY BEFORE CLOSURE (Fill in amount)				
ON LABEL		238-2083		(805) 238-2091	d.	RESUBMISSION AFTER REJECTION				
2013						11515,110.				
19. SHOW ANY INFORMATI IT DOES NOT APPEAR ON APPEARING ON LABELS. NET CONTENTS BLOWN IN	THE LABE	ELS AFFIXED	BRAN BEL	NDED, OR EMBOSSED O OW. ALSO, SHOW TRAN	N THE CO	ONTAINER (e.g., net contents) ONLY IF S OF FOREIGN LANGUAGE TEXT				
		PART II -	APF	LICANT'S CERTIFI	CATION					

Under the penalties of perjury, I declare; that all statements appearing on this application are true and correct to the best of my knowledge and belief; and, that the representations on the labels attached to this form, including supplemental documents, truly and correctly represent the content of the containers to which these labels will be applied. I also certify that I have read, understood and compiled with the conditions and instructions which are attached to an original TTB F 5100.31, Certificate/Exemption of Label/Bottle Approval.

OMB No. 1513-0020

APPLICATION

(Application was e-filed)

02/20/2014

**AUTHORIZED AGENT** Jennifer Hoage

PART III - TTB CERTIFICATE

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this form.

23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

03/18/2014

Patricia Zasadny

FOR TTB USE ONLY

QUALIFICATIONS

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

**EXPIRATION DATE** (If any)

**STATUS** 

THE STATUS IS APPROVED.

CLASS/TYPE DESCRIPTION

**TABLE WHITE WINE** 

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 2,81 inches W X 3,08 inches H

2013

The Gap

PASO ROBLES

64% GRENACHE BLANC, 31% ROUSSANNE, 5% PICPOUL BLANC

Terry Hooge Vineyards is a 26 acre family owned vineyard located off California Highway 46 West. We are dedicated to meticulous forming practices and blessed by natura's soils and climate.

PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBIES, CAUFORNIA 805.238.2083 805.238.2091 FAX www.terryhoogevineyards.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GEHERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEYTRAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMP-TION OF ALCOHOLIC BEYERAGES LAPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Terry Hooge Vineyords Is not affiliated with Hogue wines or the Hogue Cellors\*-

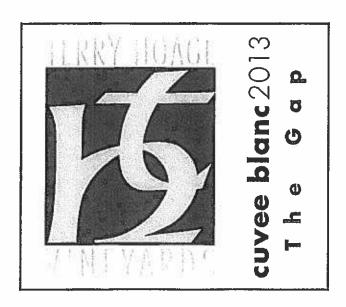
CONTAINS SULFITES

ALC. 13.6% BY VOL

Image Type:

Back

10/22/2014 OMB No. 1513-0020



FOR TTB	USE	ONLY		DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU APPLICATION FOR AND						
TTB ID 14051001000618						ATION FOR AND EMPTION OF LABEL/BOTTLE				
			٦	APPROVAL						
1. REP. ID. NO. (If any)	СТ	lor	î	(See Instructions and Paperwork Reduction Act Notice on Back)						
1	88	01								
			1							
		F	PAR	TI-APPLICATION						
2. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Required)	PRO	OURCE OF DUCT (Required) Domestic	RE	8. NAME AND ADDRESS OF APPLICANT AS SHOWN ON PLANT REGISTRY, BASIC PERMIT OR BREWER'S NOTICE. INCLUDE APPROVED DBA OR TRADENAME IF USED ON LABEL (Required)						
BWN-CA-15141	:	Imported		ERRY HOAGE VINEYARD 70 ARBOR RD	s, s	SERINE-CANNONAU VINEYARD, INC.				
4. SERIAL NUMBER (Required)		PE OF PRODUCT	P/	ASO ROBLES CA 93446						
140001	4	WINE	TE	ERRY HOAGE VINEYARD	S (l	Jsed on label)				
	: 1	DISTILLED SPIRITS								
		MALT BEVERAGE								
6, BRAND NAME (Requ	-		8a.	MAILING ADDRESS, IF I	DIF	FERENT				
TERRY HOAGE VINEY			-							
7. FANCIFUL NAME (IF BAM BAM	anyj									
9. EMAIL ADDRESS		10. GRAPE	<u>'</u>	11. FORMULA		TYPE OF APPLICATION				
info@terryhoagevineyard	ls.com	VARIETAL(S) (If any)			(6)	neck applicable box(es))				
		Syrah, Grenache		a. GERTIFICATE OF LABEL APPROV.						
12. NET CONTENTS 750 MILLILITERS		13. ALCOHOL CONTENT		14. WINE APPELLATION IF ON	CERTIFICATE OF EXEMPTION FROM LABEL					
750 MILLIEN ERS		14.5		PASO ROBLES		O. APPROVAL  "For sale in only" (Fill in State abbreviation.)				
15. WINE VINTAGE DAT	E IF	16. PHONE NUMB	ER	17. FAX NUMBER		DISTINCTIVE LIQUOR BOTTLE APPROVAL.				
ON LABEL 2013		(805) 238-2083		(805) 238-2091	ľ	CLOSURE(Fill in amount)				
2010					ľ	RESUBMISSION AFTER REJECTION TTB ID. NO				
19. SHOW ANY INFORM IT DOES NOT APPEAR APPEARING ON LABEL NET CONTENTS BLOW	ON TH	E LABELS AFFIXED	BRAI BEL	NDED, OR EMBOSSED O OW. ALSO, SHOW TRAN	N T SL#	HE CONTAINER (e.g., net contents) ONLY IF ATIONS OF FOREIGN LANGUAGE TEXT				
			ДРЕ	PLICANT'S CERTIFIC	CA	TION				
knowledge and belief; ar correctly represent the c	nd, that ontent o	declare; that all state the representations of the containers to v	emen on the	nts appearing on this applic e labels attached to this for these labels will be applied	atlor m, i	n are true and correct to the best of my including supplemental documents, truly and also certify that I have read, understood and 00.31, Certificate/Exemption of Label/Bottle				
ADDI ICATION		E OF APPLICANT (	OR A	UTHORIZED AGENT		22. PRINT NAME OF APPLICANT OR AUTHORIZED AGENT				
02/20/2014	TFQ				- 1	Jennifer Hoage				

OMB No. 1513-0020

#### **PART III - TTB CERTIFICATE**

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this form.

23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

03/18/2014

Patisia Zasadny

#### FOR TTB USE ONLY

#### **QUALIFICATIONS**

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

EXPIRATION DATE (If any)

**STATUS** 

THE STATUS IS APPROVED.

**CLASS/TYPE DESCRIPTION** 

DESSERT /PORT/SHERRY/(COOKING) WINE

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 2.81 inches W X 3.08 inches H

2013 Bam Bam



**PASO ROBLES** 

55% SYRAH, 45% GRENACHE

Terry Hooge Vineyards is a 26 acre family awned vineyard located off California Highway 46 West. We are dedicated to meticulous farming practices and blessed by nature's soils and climate.

ESTATE GROWN, PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBLES, CALIFORNIA 805.238.2083 805.238.2091 FAX www.lerryhoogevineyards.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEYERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEYERAGES IMPAIRS YOUR ABILLITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Terry Hooge Vineyords Is not affiliated with Hogue vrines or the Hogue Cellars\*

**CONTAINS SULFITES** 

ALC. 14.5% BY VOL.

maga Type:

Back



							OMB No. 1513-0020 (0//31/2016)		
TTB ID 14051001000621	TTB USE	ONLY	<b>!</b>	С	DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU APPLICATION FOR AND CERTIFICATION/EXEMPTION OF LABEL/BOTTLE APPROVAL				
1. REP. ID. NO. (I	f any) CT 88		OR 01		(See Instructions and	Pape	erwork Reduction Act Notice on Back)		
L				ΔR	T I - APPLICATION		<u></u>		
2. PLANT REGISTRY/BASI PERMIT/BREWEI NO. (Required)		OF (Required)	8. N RE	8. NAME AND ADDRESS OF APPLICANT AS SHOWN ON PLANT REGISTRY, BASIC PERMIT OR BREWER'S NOTICE. INCLUDE APPROVED DBA OR TRADENAME IF USED ON LABEL (Required)					
BWN-CA-15141		Imported		T6 87	ERRY HOAGE VINEYARD 'O ARBOR RD	os, s	ERINE-CANNONAU VINEYARD, INC.		
4. SERIAL NUMB (Required)		quired)	PRODUCT		ASO ROBLES CA 93446				
140008	40008				TERRY HOAGE VINEYARDS (Used on label) .				
6. BRAND NAME (Required) TERRY HOAGE VINEYARDS					8a. MAILING ADDRESS, IF DIFFERENT				
7. FANCIFUL NAM ANNIVERSARY C									
9. EMAIL ADDRES info@terryhoagevi 12. NET CONTENT	neyards.com	(If any Syrah 13. AL	TAL(S) ) , Grenache COHOL		11. FORMULA  18. TYPE OF APPLICATION (Check applicable box(es))  8. CERTIFICATE OF LABEL APPROVAL  14. WINE				
1.5 LITERS		15.4	ENI		APPELLATION IF ON LABEL PASO ROBLES	b	CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL "For sale in only" (Fill in State abbreviation.)		
15. WINE VINTAGE ON LABEL 2012	(803) 238-2083				17. FAX NUMBER (805) 238-2091	c d	CLOSURE(Fill in amount)		
19. SHOW ANY IN IT DOES NOT API APPEARING ON L NET CONTENTS	PEAR ON TH .ABELS,	IE LABE	LS AFFIXED	BEL	NDED, OR EMBOSSED O OW. ALSO, SHOW TRAN	ON TH	HE CONTAINER (e.g., net contents) ONLY IF TIONS OF FOREIGN LANGUAGE TEXT		
_			PART II - A	4PP	LICANT'S CERTIFIC	CAT	TION		
knowledge and be correctly represent	lief; and, that t the content	the repr	resentations c ontainers to w	on the hich	e labels attached to this for these labels will be applied	rm, Ir 3. I al	are true and correct to the best of my cluding supplemental documents, truly and so certify that I have read, understood and 10.31, Certificate/Exemption of Label/Bottle		
A DDL 1C ATION	, SIGNATUR Application w			22. PRINT NAME OF APPLICANT OR AUTHORIZED AGENT Jennifer Hoage					

OMB No. 1513-0020

10/22/2014

## **PART III - TTB CERTIFICATE**

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this form.

23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

03/18/2014

Patisia Zasadny

#### FOR TTB USE ONLY

### QUALIFICATIONS

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

**EXPIRATION DATE** (If any)

STATUS

THE STATUS IS APPROVED.

CLASS/TYPE DESCRIPTION

DESSERT /PORT/SHERRY/(COOKING) WINE

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 2.81 inches W X 3.08 inches H

2012



**PASO ROBLES** 

ANNIVERSARY BLEND 60% SYRAH, 40% GRENACHE

In celebration of 10 years of winemaking, we have produced this limited edition magnum of our Syron and Grenoche. Cheers! Terry and Jennifer Hoage

ESTATE GROWN, PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS
PASO ROBLES, CAUFORNIA
805.238.2083 805.238.2091 FAX www.lerryhoogevineyards.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC DEVERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMP-TIGH OF ALCOHOLIC BEYERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

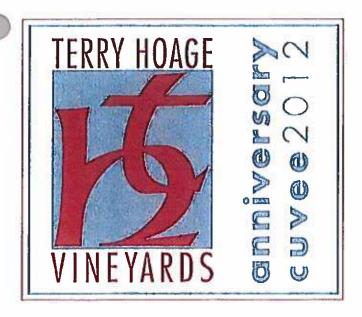
Terry Hooge Vineyards Is not offiliated with Hogue wines or the Hogue Cellars\*

CONTAINS SULFITES

ALC: 15,4% BY VOL

Image Type:

Back



					OMB No. 1513-0020 (07/31/2015)						
FOR TTB	′		DEPARTMENT OF THE TREASURY ALCOHOL AND TOBACCO TAX AND TRADE BUREAU APPLICATION FOR AND								
14051001000623		lc	CERTIFICATION/EXEMPTION OF LABEL/BOTTLE								
			APPROVAL								
1. REP. ID. NO. (If any)	СТ		OR		(See Instructions and	Pape	erwo	rk Reduction Act Notice on Back)			
	88		01								
			P	-	T1-APPLICATION						
2. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Required)	PROD	URCE OUCT ( Damostic	Required)	RE	NAME AND ADDRESS OF GISTRY, BASIC PERMIT A OR TRADENAME IF U	OR	BRE	CANT AS SHOWN ON PLANT WER'S NOTICE. INCLUDE APPROVED LABEL (Required)			
BWN-CA-15141	, • tı	mported		TE 87	ERRY HOAGE VINEYARD '0 ARBOR RD	)S, S	SERIN	E-CANNONAU VINEYARD, INC.			
4. SERIAL NUMBER (Regulred)	5. TYF		PRODUCT	P/	ASO ROBLES CA 93446						
140005	`√ v	•		TE	ERRY HOAGE VINEYARD	S (U	Jsed (	on label)			
	. · p	SISTILLE	D SPIRITS								
	: ' 1/	IALT BE	VERAGE								
<u>                                     </u>											
3. BRAND NAME (Require TERRY HOAGE VINEYAL	•			8a.	MAILING ADDRESS, IF I	DIFF	ERE	NT			
7. FANCIFUL NAME (If a THE PICK	ny)										
9. EMAIL ADDRESS		10. GR			11. FORMULA	18.	TYP	OF APPLICATION			
info@terryhoagevineyards		VARIE' (If any)	TAL(S) )	(Check applicable box(es))							
		Grena Mourv	che, Syrah, edre, Cinsau	t		а	ı. ✓	CERTIFICATE OF LABEL APPROVAL			
12. NET CONTENTS		13. ALC	COHOL		14. WINE APPELLATION IF ON	b	),	CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL			
750 MILLILITERS		15.3			LABEL		:	"For sale in only" (Fill in State abbreviation.)			
15. WINE VINTAGE DATE	IF 1	16. PH	ONE NUMBE	R	PASO ROBLES 17. FAX NUMBER	c		DISTINCTIVE LIQUOR BOTTLE APPROVAL. TOTAL BOTTLE CAPACITY BEFORE			
ON LABEL			238-2083		(805) 238-2091	Ι.		CLOSURE(Fill in amount)			
2012						d	l <b>.</b>	RESUBMISSION AFTER REJECTION TTB IO. NO			
19. SHOW ANY INFORMA IT DOES NOT APPEAR O APPEARING ON LABELS, NET CONTENTS BLOWN	N THE	LABE	S AFFIXED	RAN BEL	IDED, OR EMBOSSED OF OW. ALSO, SHOW TRANS	N TH SLA	HE CO	ONTAINER (e.g., net contents) ONLY IF S OF FOREIGN LANGUAGE TEXT			
		F	PART II - A	PP	LICANT'S CERTIFIC	CAI	TION				
knowledge and belief; and correctly represent the cor complied with the condition Approval.	, that that that the stand of t	te repri the con instruct	esentations o ntainers to wi lons which ar	n the nich t e atta	labels attached to this for hese labels will be applied, ached to an original TTB F	m, in I. I ak	rcludi so ce	true and correct to the best of my ng supplemental documents, truly and rtify that I have read, understood and , Certificate/Exemption of Label/Bottle			
20. DATE OF 21. SIGNA APPLICATION (Application				R Al	JTHORIZED AGENT			RINT NAME OF APPLICANT OR IORIZED AGENT			

10/22/2014 02/20/2014 OMB No. 1513-0020

Jennifer Hoage

## **PART III - TTB CERTIFICATE**

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this form.

23. DATE ISSUED

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

03/18/2014 Patricia Zasadry

## FOR TTB USE ONLY

#### QUALIFICATIONS

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

EXPIRATION DATE (If any)

**STATUS** 

THE STATUS IS APPROVED.

**CLASS/TYPE DESCRIPTION** 

DESSERT /PORT/SHERRY/(COOKING) WINE

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 2.81 inches W X 3.08 inches H

2012 The Pick



**PASO ROBLES** 

55% GRENACHE, 29% SYRAH, 12% MOURVEDRE and 4% CINSAUT

Terry Hoage Vineyards is a 26 acre lamily awned vineyard located off California Highway 46 West. We are dedicated to meticulous forming practices and blessed by nature's soils and climate.

PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBLES, CALIFORNIA 805.238.2083 805.238.2091 FAX www.lerryhoogevineyords.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEYERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEYERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Terry Hooge Vineyords is not offiliated with Hogue® wines or the Hogue Cellors®-

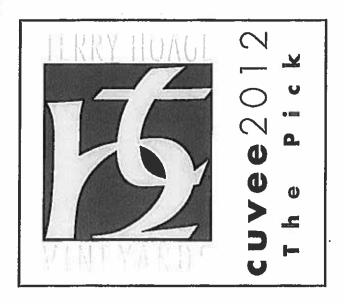
**CONTAINS SUIFITES** 

ALC: 15.3% BY VOL

Image Type:

Back

OMB No. 1513-0020



OMB No. 1513-0020 (07/31/2015)

\							0.000 1000 1010 1020 (0.110 1)20 (0.1					
FOR TTB	USE	ONLY	/		ALCOHOL AND T	OBACCO ICATI	F THE TREASURY D TAX AND TRADE BUREAU ON FOR AND					
14051001000625				С	CERTIFICATION/EXEMPTION OF LABEL/BOTTLE APPROVAL (See instructions and Paperwork Reduction Act Notice on Back)							
1. REP. ID. NO. (If any)	CT 88		OR 01		(222 mondaness and Laberson ( Januariott Met Motics Oil BSCK)							
			P		TI-APPLICATION							
2. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Required)	PRO	DURCE DUCT (	(Required)	RE	NAME AND ADDRESS O EGISTRY, BASIC PERMIT IA OR TRADENAME IF U	OR BRE	ANT AS SHOWN ON PLANT WER'S NOTICE. INCLUDE APPROVED LABEL (Roquired)					
BWN-CA-15141	7 .	Imported		T1	ERRY HOAGE VINEYARD 70 ARBOR RD	OS, SERIN	E-CANNONAU VINEYARD, INC.					
4. SERIAL NUMBER (Required)		(PE OF juired)	PRODUCT	P/	ASO ROBLES CA 93446							
140006	*	WINE		TI	ERRY HOAGE VINEYARD	OS (Used o	on label)					
		DISTILLE	D SPIRITS									
· · MALT BEVERAGE												
3. BRAND NAME (Requir	•			8a.	MAILING ADDRESS, IF	DIFFERE	NT					
TERRY HOAGE VINEYA												
7. FANCIFUL NAME (If at 5 BLOCKS	ny)											
9. EMAIL ADDRESS		110. GR	4 DE		La contina	Tie mier						
9. EMAIL ADDRESS info@terryhoagevineyards	.com	VARIE	TAL(S)		11. FORMULA	18. TYPE OF APPLICATION (Check applicable box(cs))						
		(If any	) , Mourvedre,			a.	a. CERTIFICATE OF LARRIE ARREDOVAL					
		Grena	che, Cinsaut			4.	CERTIFICATE OF LABEL APPROVAL					
12. NET CONTENTS 750 MILLILITERS		13. AL CONTI	COHOL ENT		14. WINE APPELLATION IF ON	] b.	CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL					
750 WILLIAM ENG		15.2			LABEL		"For sole in only" (Fill in State abbreviation.)					
15. WINE VINTAGE DATE	IF	16 PH	ONE NUMBE	: R	PASO ROBLES		DISTINCTIVE LIQUOR BOTTLE APPROVAL. TOTAL BOTTLE CAPACITY BEFORE					
ON LABEL			238-2083	-12	(805) 238-2091	C.	CLOSURE(FIII in amount)					
2012						d.	RESUBMISSION AFTER REJECTION TTB ID. NO					
19. SHOW ANY INFORMA IT DOES NOT APPEAR O APPEARING ON LABELS. NET CONTENTS BLOWN	N THI	E LABE	LS AFFIXED	BEL	NDED, OR EMBOSSED O OW. ALSO, SHOW TRAN	N THE CO	ONTAINER (e.g., net contents) ONLY IF S OF FOREIGN LANGUAGE TEXT					
			PART II - A	<b>\PF</b>	PLICANT'S CERTIFI	CATION						
knowledge and belief; and correctly represent the con	i, that i itent o	the repr of the co	esentations o Intainers to wi	n the hich	e labels attached to this for these labels will be applied	rm, includi I. I also ce	rue and correct to the best of my ng supplemental documents, truly and rilify that I have read, understood and , Certificate/Exemption of Label/Bottle					

20. DATE OF

Approval,

02/20/2014

OMB No. 1513-0020

Jennifer Hoage

## **PART III - TTB CERTIFICATE**

This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this form.

23. DATE ISSUED

03/18/2014

24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU

## FOR TTB USE ONLY

#### QUALIFICATIONS

TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable.

Patieia Zasadny

EXPIRATION DATE (If any)

**STATUS** 

THE STATUS IS APPROVED.

**CLASS/TYPE DESCRIPTION** 

DESSERT /PORT/SHERRY/(COOKING) WINE

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 2.81 inches W X 3.08 inches H

2012 5 Blocks



**PASO ROBLES** 

61% SYRAH, 20% MOURVEDRE 15% GRENACHE, 4% CINSAUT

Terry Hooge Vineyards is a 26 acre family owned vineyard located off California Highway 46 West. We are dedicated to meticulous farming practices and blessed by nature's soils and climate.

PRODUCED & BOTTLED BY TERRY HOAGE VINEYARDS PASO ROBLES, CAUFORNIA 805.238.2083 805.238.2091 FAX www.lerryhoogevineyards.com

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEYERAGES DURING PREGHANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEYERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Terry Hooge Vineyards Is not affiliated with Hogue? wines or the Hogue Cellars?

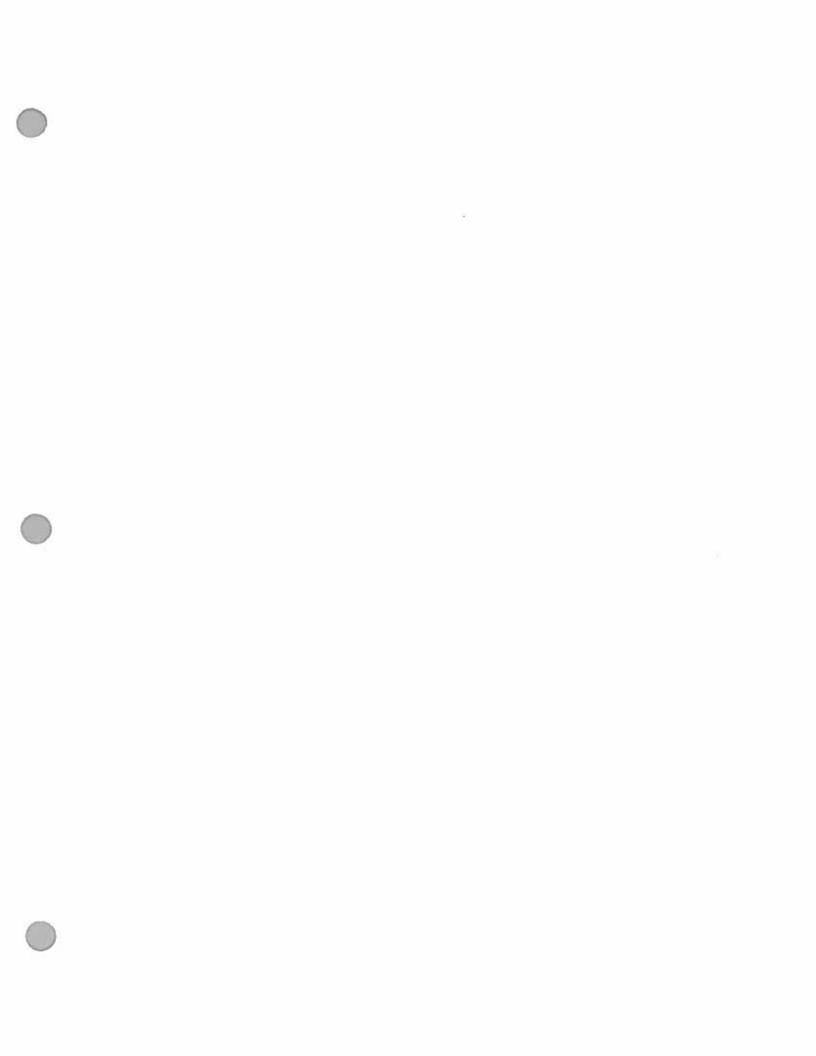
CONTAINS SUIFITES

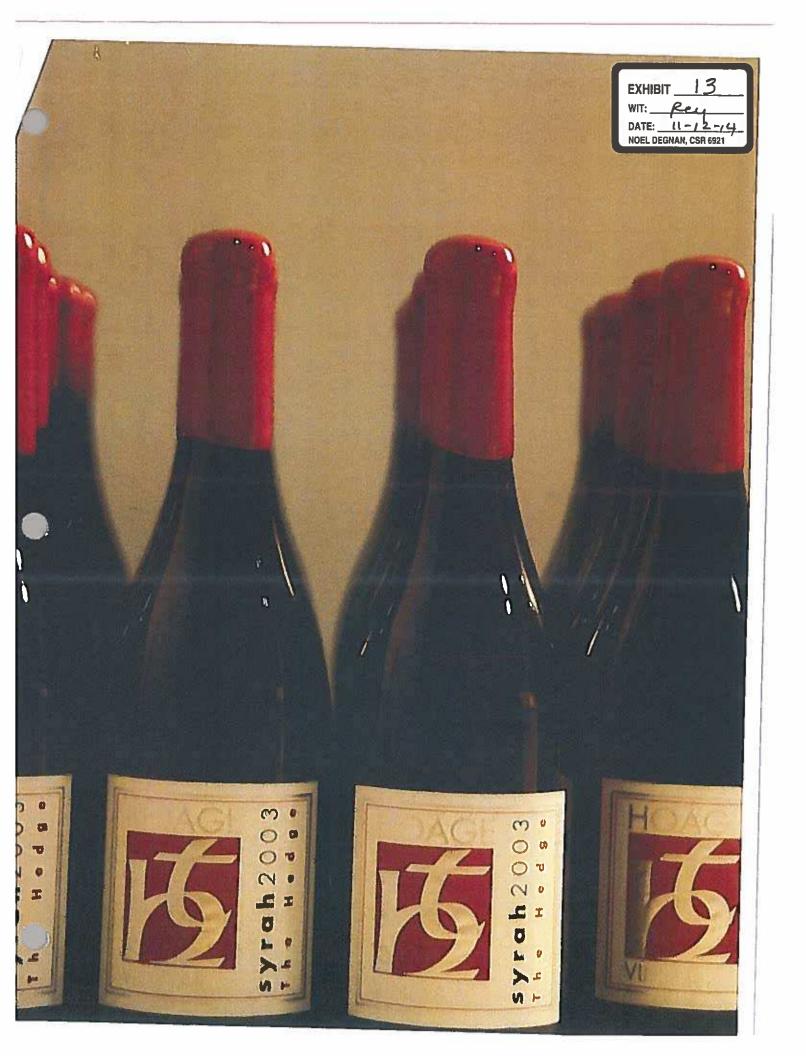
ALC. 15.2% BY VOL

Image Type:

Back







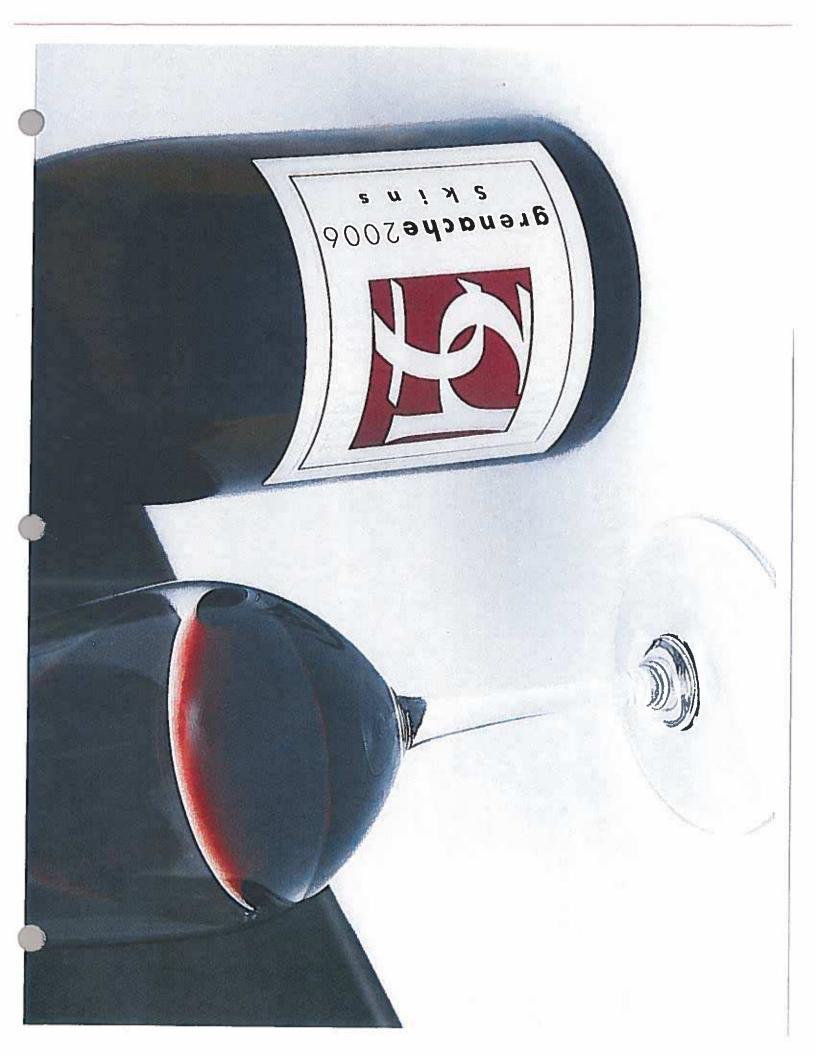
syrah2003 syrah2003 syrah2003 ð syrah2003 syrah2003 syrah2003 1

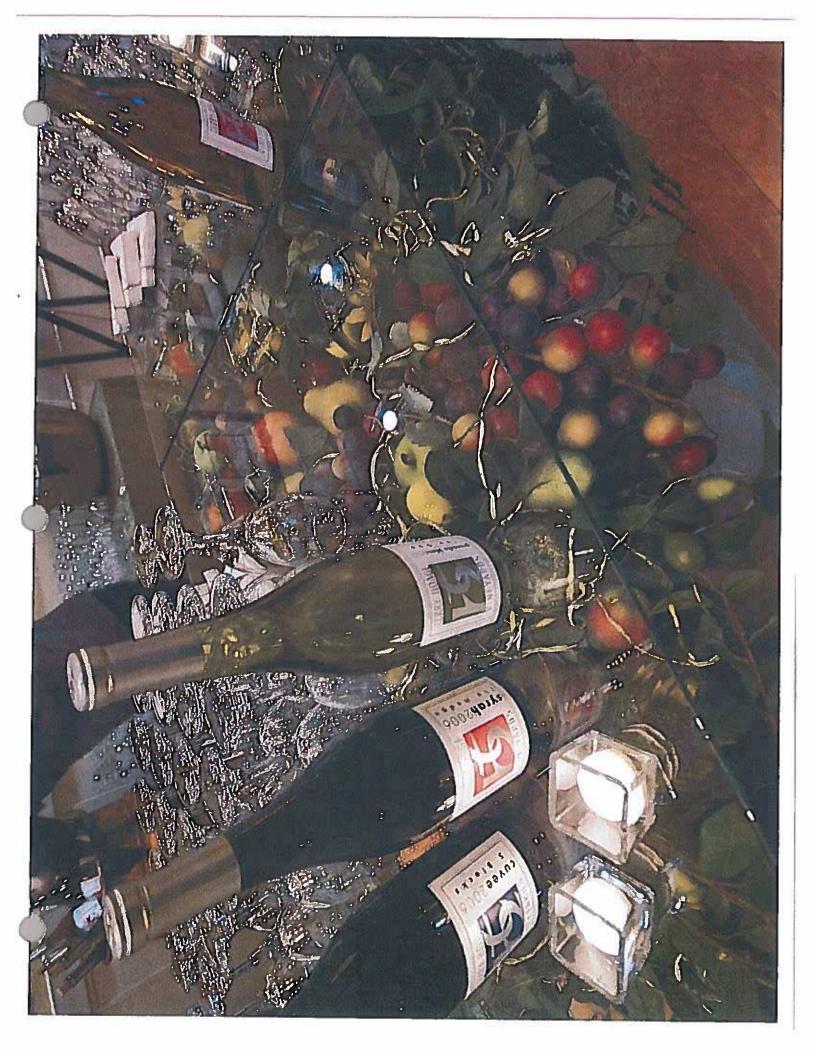




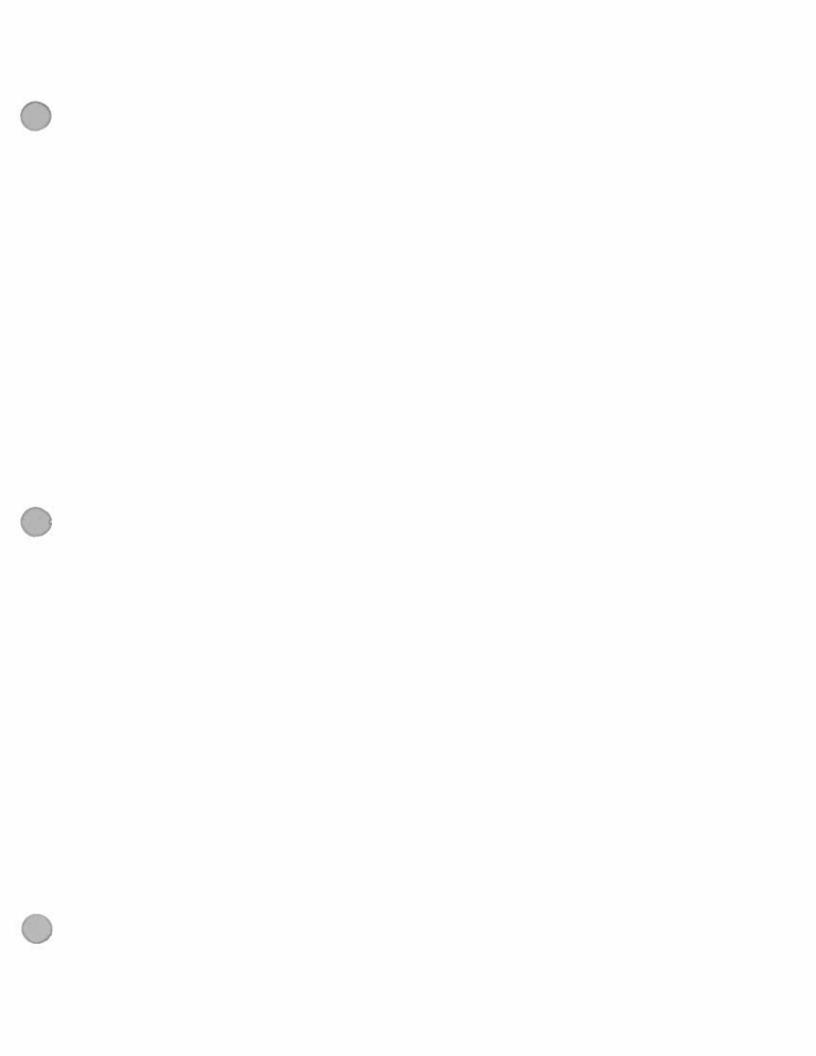












							OMB No. 1513-0020 (01/31/2009)					
FOR TTB TTB ID 11104001000081	USE C	)NLY	,	c	ALCOHOL AND APPLE ERTIFICATION/E	TOBACC LICATI EXEMI APP	OF THE TREASURY TO TAX AND TRADE BUREAU ON FOR AND PTION OF LABEL/BOTTLE ROVAL					
1. REP. ID. NO. (If any)	<b>CT</b> 81		OR 70		(See Instructions and							
					RT I - APPLICATION							
2. PLANT REGISTRY/BASIC PERMIT/BREWER'S NO. (Required) PR-1-765	De De	DOMESTIC	(Required)	DB/	NAME AND ADDRESS OF GISTRY, BASIC PERMIT BA OR TRADENAME IF U							
4. SERIAL NUMBER (Required) 11V054	5. TYP (Requir	MENDEZ & CO., INC. RD 20 KM 2.4, MARGINAL MARTINEZ NADAL HWY, PO BOX 363348  TYPE OF PRODUCT equired)  WINE  DISTILLED SPIRITS  MALT BEVERAGE										
6. BRAND NAME (Requir UNDURRAGA	red)			8a.	8a. MAILING ADDRESS, IF DIFFERENT							
7. FANCIFUL NAME (If at TH	(ער)											
9. EMAIL ADDRESS GCRUZ@MENDEZCOPF	в.сом	10. FC NO. (If any	ORMUĹA/SO	P	11. LAB. NO. & DATE / PREIMPORT NO. & DATE (If any)	(Check a	applicable box(es))					
12. NET CONTENTS 750 MILLILITERS		13. AL CONT 14	LCOHOL TENT		14. WINE APPELLATION IF ON LABEL SAN ANTONIO VALLEY	a. 🗸	CERTIFICATE OF EXEMPTION FROM LABEL APPROVAL "For sale in only" (Fill in State abbreviation.) DISTINCTIVE LIQUOR BOTTLE APPROVAL.					
15. WINE VINTAGE DATE LABEL 2010	IF ON	1	HONE NUMB ') 793-8888	ER	17. FAX NUMBER (787) 783-9498	c. 🗌	TOTAL BOTTLE CAPACITY BEFORE CLOSURE(Fill in amount)  RESUBMISSION AFTER REJECTION TTB ID. NO					
contents etc.). THIS WOR	LABLES RDING M	S AFFIX MUST I	IXED BELOW BE NOTED H	V, OR HERE	R (b) BLOWN, BRANDED (	OR EMBO	CONTAINER (e.g., caps, celoseals, corks, OSSED ON THE CONTAINER (e.g., net IONS OF THE LABELS AFFIXED ON LABELS.					
		_			PLICANT'S CERTIFI	_						
correctly represent the co	id, that th ontent of	he repr f the co	resentations on ontainers to w	on the vhich t	e labels attached to this fo these labels will be applie	orm, includ ed. I also d	e true and correct to the best of my ding supplemental documents, truly and certify that I have read, understood and 31, Certificate/Exemption of Label/Bottle	WIT: Cech MIT: Cech DATE: (1-13-(4-				
20. DATE OF 21. SIGNA APPLICATION (Application)				R AU	JTHORIZED AGENT		PRINT NAME OF APPLICANT OR THORIZED AGENT	EXHIBIT WIT: CONTRIBUTION OF DEGINERAL DEGINER				

OMB No. 1513-0020

04/14/2011 **GLORIA CRUZ PART III - TTB CERTIFICATE** This certificate is issued subject to applicable laws, regulations and conditions as set forth in the instructions portion of this 23. DATE ISSUED 24. AUTHORIZED SIGNATURE, ALCOHOL AND TOBACCO TAX AND TRADE BUREAU 05/13/2011 Patrice Fanday

# FOR TTB USE ONLY QUALIFICATIONS **EXPIRATION DATE (If** TTB has not reviewed this label for type size, characters per inch or contrasting background. The responsible industry member must continue to ensure that the mandatory information on the actual labels is displayed in the correct type size, number of characters per inch, and on a contrasting background in accordance with the TTB labeling regulations, 27 CFR parts 4, 5, 7, and 16, as applicable. STATUS THE STATUS IS APPROVED. CLASS/TYPE DESCRIPTION TABLE WHITE WINE

AFFIX COMPLETE SET OF LABELS BELOW

Image Type:

Brand (front)

Actual Dimensions: 3.54 inches W X 2.99 inches H

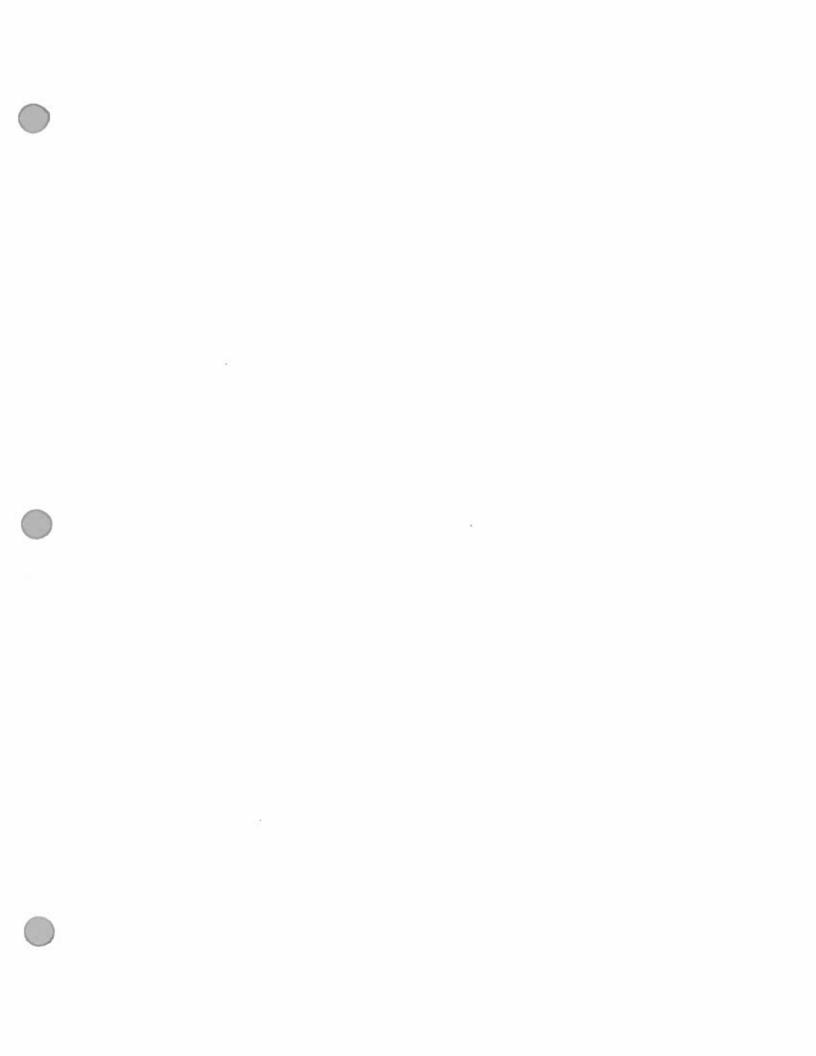
Label Image: Brand (front)

Image Type:

Back

Actual Dimensions: 4.72 inches W X 3.09 inches H







WIT: Reserved DATE: Il C & Land